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## **2011 DLA INDUSTRY CONFERENCE AND EXHIBITION**

***“SUSTAINING WARFIGHTER SUPPORT WHILE REDUCING COST”***

**June 27 – 30, 2011  
Columbus, OH**

### **Agenda**

#### **MONDAY, JUNE 27, 2011**

**Welcome to TKO: Training Knowledge and Opportunities Session**

**Doing Business With The Defense Logistics Agency (DIBBS)**

**Accessing Technical Data – cFolders, Mr. Ken Adkins, Logistics Support Branch**

**Submitting Alternate Offers, Mr. John Blaine, Alternate Offer Monitor, Competition Advocate Office, DLA Land and Maritime**

#### **TUESDAY, JUNE 28, 2011**

##### **FEATURED SPEAKER**

- **Mr. David J. Berteau, Senior Adviser & Director of the Defense-Industrial Initiatives Group, Center for Strategic & International Studies**

##### **SUPPLY CHAIN TRACKS**

1. **DLA Troop Support (Clothing and Textiles)**
2. **DLA Aviation**
3. **DLA Troop Support (Medical)**
  - **Medial Supply Chain, Mr. Roy Dillard**
  - **Medical Surgical Prime Vendor (MSPV) Program, Mr. Bill Woltjen**
  - **DoD/VA Joint Contracts for High Technology Medical Equipment, Mr. Andrew Wechter**
4. **DLA Land & Maritime**
5. **DLA Troop Support (Construction and Equipment)**
6. **DLA Energy, Mr. Patrick J. Dulin, Deputy Commander**
7. **DLA Troop Support (Subsistence)**

#### **WEDNESDAY, JUNE 29, 2011**

##### **FEATURED SPEAKER**

- **Mr. Patrick Fitzgerald, Director, Defense Contract Audit Agency**

**DLA LAND AND MARITIME RECOGNITION FOR EXCELLENCE AWARD CEREMONY, Ms. Patricia McCreay**

##### **BREAKOUT SESSION I**

1. **Supply Chain Focused R&D**
  - **Supply Chain Focused R&D, Mr. Joe Seawell**

2. **DLA Logistics Information Service, National Stock Number (NSN): Your Key to Unlock Sales , Mr. John Naperkoski**
3. **Defense Finance and Accounting Service (DFAS) Wide Area Work Flow (WAWF)**
  - **Electronic Commerce & Wide Area Workflow Overview**
4. **DLA and GSA Session**
  - **DLA & Small Business Overview, Ms. Amy Sajda**
5. **Partnering for Greater Efficiencies and Productivity in Defense Spending**
6. **Procurement Systems Supplier Interface**
  - **Procurement Systems Supplier Interface**
7. **DLA Distribution**
  - **DLA Distribution Vendor Shipping Module, Mr. Wayne Myers**
8. **DLA Disposition Services**
9. **Value Engineering Tools**
  - **Value Management, Ms. Sue Caso-Bolnick**
10. **Operational Contract Support and the Role of the Joint Contingency Acquisition Support Office (JCASO)**

#### **BREAKOUT SESSION II**

1. **DLA Industrial Base Capabilities**
  - **Industrial Capabilities and Warstopper Program, Mr. Luis Villarreal**
2. **DLA Small Business**
3. **Litigated Inventory**
  - **Litigated Inventory Break-out Session**
4. **DoD EMALL**
  - **DOD EMALL, Ms. Sheila Rayburn**
5. **Acquisition Specialist Panel**
6. **Procurement Integrity**
  - **Procurement Integrity, Ms. Kathleen Lemming**
7. **Fraud, Waste and Abuse**
  - **Fraud Waste Abuse, Ms. Susan Williams**
8. **Reverse Auctioning**
9. **Center of Excellence for Pricing**
  - **Center of Excellence for Pricing, Rusty Wells**
10. **Alternative Fuels**
  - **Defense Logistics Agency Energy Alternative Fuels Overview, Ms. Jeanne Binder**

**THURSDAY, JUNE 30, 2011**

#### **FEATURED PANEL: LARGE BUSINESS PANEL**

##### **Panelists:**

- **Mr. Phil Tombaugh, *Director, PRTM***
- **Mr. Louis Kratz, *Vice President, Logistics and Sustainment, Corporate Engineering and Technology, Lockheed Martin Corporation***

#### **FEATURED SPEAKER**

- **Mr. Kevin Lynch, *President & CEO, National Industries for the Blind***

#### **FEATURED SPEAKER**

- **Mrs. Teresa McKay, *Director, Defense Finance and Accounting Service***

#### **BREAKOUT SESSION III**

1. **Supply Chain Focused R&D, Mr. Matt Hutchens**
2. **DLA Small Business**
3. **AbilityOne Session, Mr. John P. Coney**
4. **DoD EMALL, Ms. Sheila Rayburn**
5. **Acquisition Specialist Panel**
6. **Procurement Integrity, Ms. Kathleen Lemming**
7. **Fraud, Waste and Abuse, Ms. Susan Williams**
8. **Reverse Auctioning**
9. **Center of Excellence for Pricing (COEP), Rusty Wells**
10. **Performance Based Logistics (PBLs), CAPT John Spicer**

#### **BREAKOUT SESSION IV**

1. **DLA Industrial Base Capabilities**
  - **Industrial Capabilities and Warstopper Program, Mr. Luis Villarreal**
2. **DLA Logistics Information Service, National Stock Number (NSN), Your key to Unlock Sales, Mr. John Naperkoski**



- 3. **AbilityOne Session, Mr. John P. Coney**
- 4. **DLA Strategic Materials , Mr. Watt Lough**
- 5. **Partnering for Greater Efficiencies and Productivity in Defense Spending**
- 6. **Procurement Systems Supplier Interface**
- 7. **DLA Distribution, Mr. Wayne Myers**
- 8. **Defense Finance and Accounting Service (DFAS) Wide Area Work Flow (WAWF)**
- 9. **Value Engineering Tools, Ms. Sue Caso-Bolnick**
- 10. **DLA Energy - Contract Options for Energy Implementation**



# 2011 DLA INDUSTRY CONFERENCE AND EXHIBITION

**WE ARE** 50 Years of  
**DLA** Logistics Excellence



**"SUSTAINING WARFIGHTER SUPPORT WHILE REDUCING COST"**



CONFERENCE BROCHURE

JUNE 27-30, 2011

[WWW.NDIA.ORG/MEETINGS/1780](http://WWW.NDIA.ORG/MEETINGS/1780)

GREATER COLUMBUS CONVENTION CENTER ► COLUMBUS, OH

EVENT #1780

## FROM THE DIRECTOR, DEFENSE LOGISTICS AGENCY



**VADM ALAN S. THOMPSON, SC,  
USN**  
*Director, Defense Logistics Agency*

Welcome! Thank you for participating in the 2011 Defense Logistics Agency (DLA) Industry Conference and Exhibition. Once again, we are pleased to work with the National Defense Industrial Association (NDIA) as co-sponsors. The DLA and NDIA staffs worked very hard to make this a productive and successful event for our industry partners.

As America's Combat Logistics Support Agency, DLA continues to expand its capabilities in providing world class support and global supply chain management to the men and women of our Armed Forces. As we celebrate 50 years of logistics excellence, we rededicate the mission and vision of the Agency to support our Nation's Warfighters, building on our history of logistics and acquisition excellence. You, our suppliers, play essential roles in accomplishing this demanding and dynamic mission and have contributed to our long standing success.

This year's conference theme, "Sustaining Warfighter Support While Reducing Cost," captures DLA's critical role in supporting efficiencies, cost savings, and better buying goals as set by the Department. Our suppliers play critical roles in meeting these goals through enhancing efficiencies in production processes, controlling overhead costs, leveraging best business practices in your supply networks and passing on the savings you gain to the Government. This leads to a more agile and cost efficient logistics network that is able to meet the requirements of Warfighters while delivering value to America's taxpayers. You will hear this message throughout the conference.

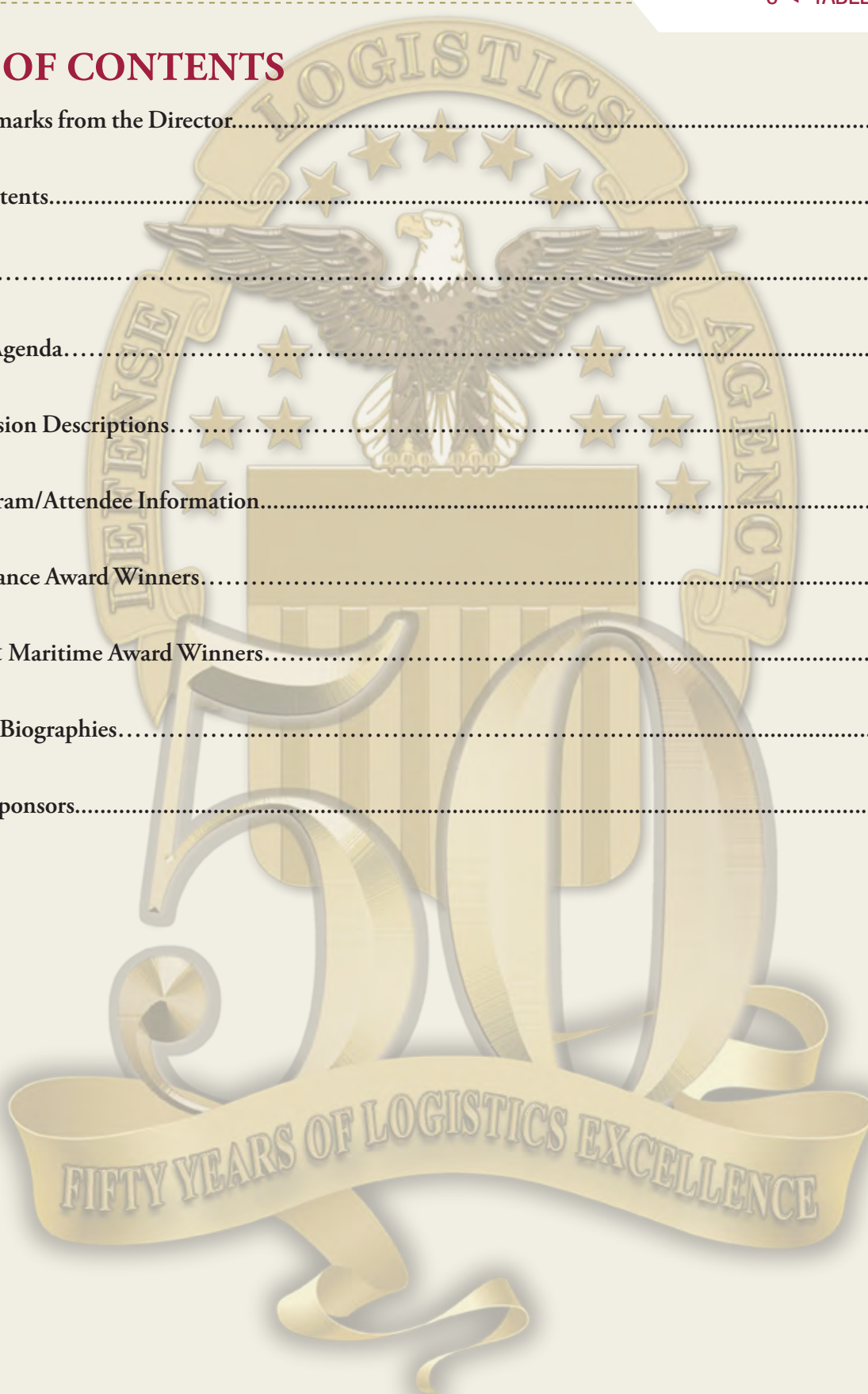
We put together an extraordinary agenda of speakers who represent the highest levels of the Department of Defense and defense industry. We look forward to the networking opportunities this year's conference provides and to working closely with you as we build and sustain mutually beneficial relationships. I encourage you to take advantage of all this year's Industry Conference and Exhibition has to offer and I look forward to meeting you at the conference.

**A. S. THOMPSON**  
*Vice Admiral, SC, USN*  
*Director, Defense Logistics Agency*



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WE ARE DLA

## DLA AT A GLANCE

As America's combat logistics support agency, the Defense Logistics Agency provides the Army, Navy, Air Force, Marine Corps, other federal agencies, and joint and allied forces with a variety of logistics, acquisition and technical services. The Agency sources and provides nearly 100 percent of the consumable items America's military forces need to operate . . . from food, fuel and energy, to uniforms, medical supplies, and construction and barrier equipment. DLA also supplies about 84 percent of the military's spare parts. In addition, the Agency manages the reutilization of military equipment, provides catalogs and other logistics information products, and offers document automation and production services. The Defense Logistics Agency is headquartered at Fort Belvoir, VA. A global enterprise, wherever the United States has a military presence, DLA is likely there as well.

## DLA QUICK FACTS

- Fiscal Year 2010 revenues of nearly \$41 billion would put DLA in the top 60 of the Fortune 500 list, ahead of companies like American Express, DuPont and Coca Cola.
- Employs about 27,000 civilian and military employees.
- Supports nearly 1,900 weapon systems.
- Manages eight supply chains and nearly five million items.
- Administers the storage and disposal of strategic and critical materials to support national defense.
- Operates in 48 states and 28 countries.
- Processes 116,000 requisitions and nearly 10,000 contract actions a day.
- Manages 26 distribution depots worldwide.
- Has the third largest storage capacity of the top 50 distribution warehouses (behind FedEx and UPS).
- Is a leader in DoD's efforts to supply the military services with alternative fuel and renewable energy solutions.
- Supports humanitarian relief efforts at home and abroad.
- Provides logistics support to other federal agencies.
- Fiscal Year 2010 Foreign Military Sales of about \$1.6 billion, supporting 118 nations.

## DLA PRIMARY LEVEL FIELD ACTIVITIES

- **DLA Aviation, Richmond, VA**  
*Aviation Supply Chain*
- **DLA Energy, Fort Belvoir, VA**  
*Fuel, energy support and services, and bulk petroleum.*
- **DLA Disposition Services, Battle Creek, MI**  
*Reutilization, transfer, demilitarization, and environmental disposal and reuse.*
- **DLA Distribution, New Cumberland, PA**  
*Worldwide network of 26 distribution depots and nine map support offices.*
- **DLA Land and Maritime, Columbus, OH**  
*Maritime and land weapons system supply chains.*
- **DLA Troop Support, Philadelphia, PA**  
*Substance, clothing, and textiles, medical, and construction and equipment supply chains.*

## DLA STRATEGIC MATERIALS

- **DLA Strategic Materials, Fort Belvoir, VA**  
*Manages the strategic and critical raw material stockpile that supports national defense needs.*



## DEFENSE BUSINESS SERVICES

- ▶ DLA Logistics Information Service, Battle Creek, MI  
*Manages a wide range of logistics information and identification systems.*
- ▶ DLA Document Services, Mechanicsburg, PA  
*Automated document production, printing services, digital conversion and document storage.*
- ▶ DLA Transaction Services, Wright-Patterson AFB, OH  
*Editing/routing of logistics transactions, network interoperability and eBusiness services.*

## DLA REGIONAL COMMANDS

- ▶ DLA Europe & Africa, Kaiserslautern, Germany  
*Focal point for U.S. European Command's and U.S. Africa Command's theater of operations.*
- ▶ DLA Pacific, Camp Smith, HI  
*Focal point for U.S. Pacific Command's theater of operations.*
- ▶ DLA Central, MacDill AFB, FL  
*Focal point for U.S. Central Command's theater of operations.*

## DLA GUIDING PRINCIPLES

- ▶ Warfighter needs guide us
- ▶ Integrity defines us
- ▶ Diversity strengthens us
- ▶ Excellence inspires us



## MONDAY, JUNE 27, 2011

8:30 AM – 7:30 PM **REGISTRATION OPEN — EXHIBIT HALL C FOYER**

9:00 AM – 3:00 PM **EXHIBIT HALL C&D SET-UP (EXHIBITORS ONLY)**

1:00 PM – 5:00 PM **DOING BUSINESS WITH DLA TRAINING, KNOWLEDGE AND OPPORTUNITIES (TKO) SESSION — C110-112**  
DLA is excited to again offer the 'standing room only' session, "Doing Business with DLA Training, Knowledge and Opportunities (TKO)." This session is an abbreviated version of the two-day "Doing Business with DLA" Seminar. Suppliers will learn the resources available through the procurement technical assistance center (PTAC) network, a valuable resource for government contracting assistance. Attendees will become familiar with 'tips and tools' to navigating on the DLA Internet Bid Board System (DIBBS). Also included in this session is accessing technical documents via cFolders and submitting alternate offers. Lastly, this session will include information on how to do business with the General Services Administration.

5:30 PM – 7:30 PM **OPENING RECEPTION — EXHIBIT HALL C&D**  
**Ribbon Cutting Ceremony**  
► VADM Alan S. Thompson, SC, USN, *Director, Defense Logistics Agency*  
**Musical Entertainment**  
► Victory Belles  
► Class Acts Columbus

## TUESDAY, JUNE 28, 2011

7:00 AM – 5:00 PM **REGISTRATION OPEN — EXHIBIT HALL C FOYER**

7:00 AM – 8:30 AM **CONTINENTAL BREAKFAST — BALLROOM FOYER**

*Sponsored by:*



8:30 AM – 8:45 AM **OPENING CEREMONY — BALLROOMS 1-3**  
**DLA Video and Presentation of Colors**  
**National Anthem**  
► Ms. Velvet Liles

8:45 AM – 8:55 AM **WELCOME REMARKS BY COLUMBUS, OHIO MAYOR**  
► Mayor Michael Coleman, *Columbus, Ohio*

8:55 AM – 9:15 AM **OPENING REMARKS**  
► VADM Alan S. Thompson, SC, USN, *Director, Defense Logistics Agency*

9:15 AM – 9:55 AM **KEYNOTE SPEAKER**  
► Gen James E. Cartwright, USMC, *Vice Chairman, Joint Chiefs of Staff*

9:55 AM – 10:35 AM **KEYNOTE SPEAKER**  
► Honorable Dr. Ashton B. Carter, *Under Secretary of Defense for Acquisition, Technology & Logistics*



**10:35 AM – 11:15 AM FEATURED SPEAKER**

- ▶ Honorable Robert F. Hale, *Under Secretary of Defense, Comptroller*

**10:45 AM – 5:00 PM EXHIBIT HALL C&D OPEN —** *The Exhibit Hall will close for the Luncheon, from 12:15pm - 1:45pm***10:45 AM – 5:00 PM NETWORKING ROOM OPEN — C120-122 —** *Meetings between suppliers and buyers, arranged by previously requested supplier appointments***11:15 AM – 11:45 AM FEATURED SPEAKER**

- ▶ Mr. David J. Berteau, *Senior Adviser & Director of the Defense-Industrial Initiatives Group, Center for Strategic & International Studies*

**11:45 AM – 12:15 PM FEATURED SPEAKER**

- ▶ Mr. Daniel I. Gordon, *Administrator, Office of Federal Procurement Policy*

**12:15 PM – 1:45 PM LUNCHEON WITH KEYNOTE SPEAKER — BATTELLE GRAND HALL**

- ▶ Mr. Shay Assad, *Director, Defense Pricing, Office of the Under Secretary of Defense (Acquisition, Technology and Logistics)*

*Sponsored by:***2:00 PM – 5:00 PM****CAPABILITIES AND PARTNERING FORUM FOR MANUFACTURERS AND SERVICE PROVIDERS — C113-115**

Service Disabled Veteran-Owned and other Small Businesses, as well as Large Businesses looking for potential subcontractors, are invited to participate in the “Capabilities and Partnering Forum for Manufacturers and Service Providers.” The session is intended to permit businesses to showcase their capabilities, search for potential partners, or make contacts that could lead to strategic alliances; it’s also an opportunity for learning about possible subcontracting opportunities. This forum-within-a-forum is considered to be a “mixed use” session of briefings and networking. Small manufacturers and other entities will be allotted approximately 20 minutes each (including formal presentation and Q & A) to present their capabilities to DLA contracting, requirements, and technical personnel, and to explore possible partnering or subcontracting opportunities.

This is an ideal way to showcase your product(s), define your manufacturing capabilities, describe your partnering criteria, network, and learn more about other businesses and their capabilities and needs.

Participants in this breakout session should have provided both a Capability Statement and a completed Capability Survey to DLA in advance; appointed times for companies to present were assigned on a first-come, first-served basis.

Detailed responses to the Capability Survey have been used as the basis for your invitation to present, and to determine which DLA Supply Chain(s)/buying activity(ies) will receive your presentation. However, schedule permitting, “walk-in” participants will also be afforded the opportunity to make a presentation to DLA acquisition representatives.

**2:00 PM – 3:00 PM****SUPPLY CHAIN TRACKS —** *Seven concurrent Supply Chain sessions available for attendee selection*

- |                                                   |                 |
|---------------------------------------------------|-----------------|
| 1. DLA Troop Support (Clothing and Textiles)      | <b>C210</b>     |
| 2. DLA Aviation                                   | <b>C211-212</b> |
| 3. DLA Troop Support (Medical)                    | <b>C213</b>     |
| 4. DLA Land & Maritime                            | <b>C214-215</b> |
| 5. DLA Troop Support (Construction and Equipment) | <b>C216</b>     |
| 6. DLA Energy                                     | <b>C220-221</b> |
| 7. DLA Troop Support (Subsistence)                | <b>C224-225</b> |



## TUESDAY, JUNE 28, 2011 — *Continued*

3:00 PM – 3:30 PM

**BREAK — EXHIBIT HALL C&D**

Sponsored by: **Liquidity  
Services Inc.**

3:30 PM – 4:30 PM

**SUPPLY CHAIN TRACKS** — *Seven concurrent Supply Chain sessions available for attendee selection*

- |                                                            |          |
|------------------------------------------------------------|----------|
| 1. DLA Troop Support (Clothing and Textiles)               | C210     |
| 2. DLA Aviation                                            | C211-212 |
| 3. DLA Troop Support (Medical)                             | C213     |
| 4. DLA Land & Maritime                                     | C214-215 |
| 5. DLA Troop Support (Construction and Equipment)          | C216     |
| 6. DLA Energy - Contract Options for Energy Implementation | C220-221 |
| 7. DLA Troop Support (Subsistence)                         | C224-225 |

5:00 PM

**EXHIBIT HALL C&D CLOSED**

5:00 PM – 7:00 PM

**DLA BUSINESS ALLIANCE AWARDS DINNER — BATTELLE GRAND HALL** — *Conference attendees and exhibitors are encouraged to attend*

## WEDNESDAY, JUNE 29, 2011

7:00 AM – 8:00 PM

**REGISTRATION OPEN — EXHIBIT HALL C FOYER**

7:00 AM – 8:00 AM

**CONTINENTAL BREAKFAST — BALLROOM FOYER**

8:00 AM – 8:15 AM

**OPENING: WARFIGHTER SPEAKER — BALLROOMS 1-3**

- CSM Jeffrey Mellinger, USA

8:15 AM – 8:50 AM

**FEATURED SPEAKER**

- Gen Donald J. Hoffman, USAF, *Commander, Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio*

8:50 AM – 9:25 AM

**FEATURED SPEAKER**

- VADM William R. Burke, USN, *Deputy Chief of Naval Operations, Fleet Readiness and Logistics*

9:25 AM – 10:00 AM

**BREAK — BALLROOM FOYER**

Sponsored by: **Liquidity  
Services Inc.**

10:00 AM – 11:30 AM

**DLA ACQUISITION EXECUTIVES PANEL**

- Ms. Nancy Heimbaugh, *DLA Acquisition Director*
- Mrs. Yvette Burke, *DLA Aviation Acquisition Executive*
- Mr. Milton Lewis, *DLA Land and Maritime Acquisition Executive*
- Mr. William Kenny, *DLA Troop Support Acquisition Executive*
- Mr. Patrick Dulin, *DLA Energy Acquisition Executive*

- 10:30 AM – 8:00 PM **EXHIBIT HALL C&D OPEN** — *The Exhibit Hall will close for the Luncheon, from 12:00pm - 1:30pm*
- 11:00 AM – 3:00 PM **NETWORKING ROOM OPEN — C120-122** — *Meetings between suppliers and buyers, arranged by previously requested supplier appointments*

- 11:30 AM – 12:00 PM **FEATURED SPEAKER**  
▶ Mr. Patrick Fitzgerald, *Director, Defense Contract Audit Agency*

- 12:00 PM – 1:30 PM **LUNCHEON WITH FEATURED SPEAKER — BATTELLE GRAND HALL**  
▶ Dr. Daniel Goure, *Vice President, Lexington Institute*

Sponsored by:  **LOCKHEED MARTIN**

- 1:45 PM – 3:15 PM **FEATURED PANEL: SMALL BUSINESS PANEL — BALLROOMS 1-3**  
**Moderator:**  
▶ Ms. Amy Sajda, *Director, DLA Small Business Programs*  
**Panelists:**  
▶ Mr. Jim Earlbeck, *President, Earlbeck Gases & Technologies*  
▶ Ms. Mary Janiak, *President, Accent Controls, Inc.*  
▶ Mr. Tony Khamken, *Vice President of Business Development, J&P Khamken Industries, Inc.*  
▶ Mr. Mark Llano, *President & CEO, Source One Distributors, Inc.*  
▶ Mr. Bill Strang, *President & CEO, Tactical & Survival Specialties, Inc.*

- 3:15 PM – 4:00 PM **BREAK — EXHIBIT HALL C&D**

Sponsored by:  **Liquidity Services Inc.**

- 4:00 PM – 5:00 PM **DLA LAND AND MARITIME RECOGNITION FOR EXCELLENCE AWARD CEREMONY — C113-115** — *By invitation only*

- 4:00 PM – 5:00 PM **BREAKOUT SESSION I** — *Ten concurrent sessions available for attendee selection*
- |                                                                                                           |                 |
|-----------------------------------------------------------------------------------------------------------|-----------------|
| 1. Supply Chain Focused R&D                                                                               | <b>C210</b>     |
| 2. DLA Logistics Information Service, National Stock Number (NSN): Your Key to Unlock Sales               | <b>C211-212</b> |
| 3. Defense Finance and Accounting Service (DFAS) Wide Area Work Flow (WAWF)                               | <b>C213</b>     |
| 4. DLA and GSA Session                                                                                    | <b>C214-215</b> |
| 5. Partnering for Greater Efficiencies and Productivity in Defense Spending                               | <b>C216</b>     |
| 6. Procurement Systems Supplier Interface                                                                 | <b>C220-221</b> |
| 7. DLA Distribution                                                                                       | <b>C222</b>     |
| 8. DLA Disposition Services                                                                               | <b>C223</b>     |
| 9. Value Engineering Tools                                                                                | <b>C224-225</b> |
| 10. Operational Contract Support and the Role of the Joint Contingency Acquisition Support Office (JCASO) | <b>C226</b>     |

## WEDNESDAY, JUNE 29, 2011 — *Continued*

5:00 PM – 6:00 PM

**BREAKOUT SESSION II —** *Ten concurrent sessions available for attendee selection*

- |                                            |          |
|--------------------------------------------|----------|
| 1. DLA Industrial Base Capabilities        | C210     |
| 2. DLA Small Business                      | C211-212 |
| 3. Litigated Inventory                     | C213     |
| 4. DoD EMALL                               | C214-215 |
| 5. Acquisition Specialist Panel            | C216     |
| 6. Procurement Integrity                   | C220-221 |
| 7. Fraud, Waste and Abuse                  | C222     |
| 8. Reverse Auctioning                      | C223     |
| 9. Center of Excellence for Pricing (COEP) | C224-225 |
| 10. Alternative Fuels                      | C226     |

6:00 PM – 8:00 PM

**RECEPTION — EXHIBIT HALL C&D**

*Sponsored by:*



## THURSDAY, JUNE 30, 2011

7:00 AM – 1:15 PM

**REGISTRATION OPEN — EXHIBIT HALL C FOYER**

7:00 AM – 8:00 AM

**CONTINENTAL BREAKFAST — BALLROOM FOYER**

8:00 AM – 8:15 AM

**REMARKS BY DLA DIRECTOR — BALLROOMS 1-3**

- VADM Alan S. Thompson, SC, USN, *Director, Defense Logistics Agency*

8:15 AM – 9:45 AM

**FEATURED PANEL: LARGE BUSINESS PANEL**

**Moderator:**

- VADM Gordon Holder, USN (Ret), *Senior Vice President, Booz Allen Hamilton*

**Panelists:**

- LTG Chris Christianson, USA (Ret), *Director, Center for Joint and Strategic Logistics, National Defense University*
- Mr. Phil Tombaugh, *Director, PRTM*
- Mr. Louis Kratz, *Vice President, Logistics and Sustainment, Corporate Engineering and Technology, Lockheed Martin Corporation*
- Mr. Ken Shaw, *Vice President, Supply Chain Management, The Boeing Company*
- Lt Gen Donald Wetekam, USAF (Ret), *Senior Vice President, Government & Defense Business Development, AAR Corporation*

8:30 AM – 1:15 PM

**EXHIBIT HALL C&D OPEN**

9:45 AM – 10:20 AM

**FEATURED SPEAKER**

- Mr. Kevin Lynch, *President & CEO, National Industries for the Blind*



10:20 AM – 10:55 AM **FEATURED SPEAKER**

- Mrs. Teresa McKay, *Director, Defense Finance and Accounting Service*

10:55 AM – 11:15 AM **BREAK — EXHIBIT HALL C&D**

Sponsored by: **Liquidity  
Services Inc.**

11:15 AM – 12:15 PM **BREAKOUT SESSION III — *Ten concurrent sessions available for attendee selection***

- |                                            |                 |
|--------------------------------------------|-----------------|
| 1. Supply Chain Focused R&D                | <i>C210</i>     |
| 2. DLA Small Business                      | <i>C211-212</i> |
| 3. AbilityOne Session                      | <i>C213</i>     |
| 4. DoD EMALL                               | <i>C214-215</i> |
| 5. Acquisition Specialist Panel            | <i>C216</i>     |
| 6. Procurement Integrity                   | <i>C220-221</i> |
| 7. Fraud, Waste and Abuse                  | <i>C222</i>     |
| 8. Reverse Auctioning                      | <i>C223</i>     |
| 9. Center of Excellence for Pricing (COEP) | <i>C224-225</i> |
| 10. Performance Based Logistics (PBLs)     | <i>C226</i>     |

12:15 PM – 1:15 PM **BREAKOUT SESSION IV — *Ten concurrent sessions available for attendee selection***

- |                                                                                             |                 |
|---------------------------------------------------------------------------------------------|-----------------|
| 1. DLA Industrial Base Capabilities                                                         | <i>C210</i>     |
| 2. DLA Logistics Information Service, National Stock Number (NSN), Your key to Unlock Sales | <i>C211-212</i> |
| 3. AbilityOne Session                                                                       | <i>C213</i>     |
| 4. DLA Strategic Materials                                                                  | <i>C214-215</i> |
| 5. Partnering for Greater Efficiencies and Productivity in Defense Spending                 | <i>C216</i>     |
| 6. Procurement Systems Supplier Interface                                                   | <i>C220-221</i> |
| 7. DLA Distribution                                                                         | <i>C222</i>     |
| 8. Defense Finance and Accounting Service (DFAS) Wide Area Work Flow (WAWF)                 | <i>C223</i>     |
| 9. Value Engineering Tools                                                                  | <i>C224-225</i> |
| 10. DLA Energy - Contract Options for Energy Implementation                                 | <i>C226</i>     |

1:15 PM

**EXHIBIT HALL C&D CLOSED AND CONFERENCE ADJOURNED**

# BREAKOUT DESCRIPTIONS

## SUPPLY CHAIN FOCUSED R&D

Session I includes an update on the Item-Level RFID technologies developed for the military apparel supply chain and its potential application to other manufacturing operations. Session I also includes Weapon System Sustainment efforts to ensure DLA supply chains continue to be open to legitimate and reliable suppliers. Examples include innovative methods to detect and dispose of counterfeit parts.

Session III will provide details on DLA's R&D initiatives for manufacturing technology improvements in critical supply chains: Microcircuits, Operational Rations, Castings and Forgings, Military Clothing, and Batteries.

## DEFENSE FINANCE AND ACCOUNTING SERVICE (DFAS) WIDE AREA WORK FLOW (WAWF)

Defense Finance and Accounting Service (DFAS) Wide Area Work Flow (WAWF) Supporting suppliers and DLA contracts: Wide Area Work Flow (WAWF) is a paperless DoD-wide application designed to eliminate paper from the receipts and acceptance process of the DoD contracting lifecycle. The goal is to enable authorized defense contractors and DoD personnel the ability to create invoices and receiving reports and access contract-related documents. WAWF supports DoD's efforts to reduce unmatched disbursements in the DoD receipt, acceptance, entitlement process, through data sharing and electronic processing.

## DLA SMALL BUSINESS

This session will provide details on increasing opportunities with DLA. The audience will gain a better understanding of some of the many tools available to assist them in doing business with DLA. They will learn how DLA supports the warfighter, where to find information regarding procurement opportunities, and where to go should they need more information.

## VALUE ENGINEERING TOOLS/VALUE MANAGEMENT

The DLA Value Management Program strives to be a premier provider of support and services to the Warfighter by continually seeking to improve the materials and technology available while delivering effective warfighter support at optimal cost.

This briefing will present some of the tools utilized within Value Management: Source Development, Value Engineering Projects, Value Engineering Change Proposals, Replenishment Parts Purchase or Borrow (Bailment), Sustaining Engineering, and Castings and Forgings. Information provided on each program includes purpose, benefits, processes/procedures used, how contractors/customers initiate projects, examples of completed projects, and points of contact. Various members of the Value Management community will be available after the brief for further discussion.

## DLA INDUSTRIAL BASE CAPABILITIES

DLA's Industrial Capabilities and Warstopper Program, in conjunction with DLA Land and Maritime's Industrial Capabilities staff, will present a general overview of the Warstopper program and its interface with commercial vendors. The discussion will highlight the strategic objectives of the program and the types of investments made by the Warstopper program as well as the mechanisms for vendors to influence the Warstopper Program. Additional discussion will describe the requirements of the electronic Capability Assessment Plan (eCAP)



procedure, which class IX suppliers must use to respond to solicitations containing surge clauses.

## PROCUREMENT SYSTEMS SUPPLIER INTERFACE

Overview of systems such as DIBBS, PPIRS, ABVS, CPARS, FAPIIS and eSRS: The HQ Acquisition Policy & Systems Division, along with representatives from the supply centers' procurement process support offices, will provide an overview of some of the various systems suppliers may interface with when doing business with DLA. The following pre- and post-award systems will be addressed: the DLA Internet Bid Board System (DIBBS), the Automated Best Value System (ABVS), the Past Performance Information Retrieval System (PPIRS), the Contractor Performance Assessment Reporting System (CPARS), the Federal Awardee Performance and Integrity Information System (FAPIIS) and the Electronic Subcontracting Reporting System (eSRS), and EProcurement.

## OPERATIONAL CONTRACT SUPPORT AND THE ROLE OF THE JOINT CONTINGENCY ACQUISITION SUPPORT OFFICE (JCASO)

Operations in Iraq and Afghanistan illustrate the critical importance of contracted support to Warfighter success. Operational Contract Support (OCS) is a significant factor and offers the supported commander options — across all

mission components — beyond those traditionally available. DoD established the Joint Contingency Acquisition Support Office (JCASO) to provide a preplanned organizational approach to OCS and a deployable cadre of experts to Combatant Commanders during contingency operations. JCASO was established in August 2009 at DLA. RDML Ron MacLaren, Director of JCASO, will present an overview of OCS, the JCASO mission and related initiatives.

## DoD EMALL

Becoming a Supplier on the DoD EMALL: This session will instruct suppliers on how to become a supplier on the DoD EMALL. You will also be given a high-level overview of the functionality of the DoD EMALL and how it is used by buyers. The DoD EMALL is a single entry point for DoD and Federal government customers to find and acquire off-the-shelf items, finished goods and services from the commercial marketplace and government sources. The DoD EMALL suppliers are government-approved sources and comply with Federal Acquisition Regulation requirements.

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**DLA** Logistics Excellence

## DLA LOGISTICS INFORMATION SERVICE: NATIONAL STOCK NUMBER (NSN): YOUR KEY TO UNLOCK SALES

This session will instruct suppliers on obtaining a NSN which is the official label applied to an item of supply that is repetitively procured, stocked, stored, and used throughout the Federal supply system. When a NSN is assigned, data is assembled to describe the item, such as the name, Commercial and Government Entity (CAGE) Code, and the technical data which describes product and performance characteristics. By understanding this data, along with the interfaces to key systems, such as Central Contractor Registration (CCR), WebFLIS, and DoD EMALL, this session can enable suppliers to cultivate ideas that spur sales growth within the logistics supply chain.



## BREAKOUT DESCRIPTIONS — *Continued*

### PROCUREMENT INTEGRITY

Let's talk! What does 'Procurement Integrity' mean? Does it even affect me? Should I be concerned? The articles in the news — are those procurement integrity issues? If you want answers to these questions and more this breakout session is for you!

### FRAUD, WASTE AND ABUSE

Current status of supply chain trends in fraud, waste, and abuse; Government actions being taken to mitigate the risk of nonconforming and counterfeit material entering the DoD supply chain; and desired contractor behaviors.

### DLA LAND & MARITIME

The Defense Logistics Agency Land and Maritime Supply Chains will provide an overview on the Vision, Mission & Functions of the Land and Maritime Supply Chains and Detachments and Strategic Supply Chain



Relationships. We will provide an overview of projected Strategic Acquisitions for FY2011, 2012 and 2013. Emphasis will be on providing vendors with the "TOP TEN" reasons vendor payment is delayed. We'll also be providing listings/CDs of requirements in demand, but hard to procure for Consumable Spares and Repairable Items supporting all Land and Maritime-Based Weapon Systems. Time is allotted for questions and answers.

### DLA DISTRIBUTION

Support of suppliers through an array of transportation and customer service: DLA Distribution supports vendors by providing an array of transportation and customer service functions. Vendor Shipment Module (VSM) provides the means for the vendors to obtain the most up-to-date shipping information and to integrate their orders into the Defense Transportation System. This presentation will cover VSM benefits, features, requirements, support, data flow, vendor sign-up and a live demo.

### DLA TROOP SUPPORT (MEDICAL)

Partnering with DLA Troop Support Medical Surgical Prime Vendor Program: This briefing will provide the audience with a brief overview of the scope of the Medical



Surgical Program before introducing the DAPA (Distribution and Pricing Agreements). Suppliers will be given an explanation of how the DAPA works and how they can go about obtaining their own DAPA. Finally, an explanation of the Standardization Program and the role the suppliers' DAPA plays in providing our customers with their clinical preferred product at the best price.

Capital Equipment — DoD and VA Joint Contracting for High Technology Medical Equipment: The purpose of the DoD/VA program for joint contracting of high technology medical equipment (HTME) is to leverage each Agency's core acquisition, distribution and Information Technology (IT) competencies to achieve greater efficiency and lower operating costs; combine our buying power to achieve lower medical materiel costs; and to eliminate redundancies in contracting and lower administrative costs. This presentation will provide suppliers an introduction to this program and discuss opportunities to make their products available to DoD and VA customers.

### ABILITYONE SESSION

National Industries for the Blind, NIB, as part of the AbilityOne program, has been working with a number of DLA activities in the development and implementation of products and services, in support of our DLA mission. Most recently, these initiatives have come in the form of a BOA that will enable all DLA activities to order hard-to-source machined parts through the AbilityOne program. Contract Management Services, CMS, continues to grow as a program that is designed to assist with the administrative process of closing out contracts. This service is designed to assist with the backlog of contracts that require close-out process completion. NIB has also provided warehouse and distribution services for several DLA activities. Their performance has met the contract requirement metrics for inventory accuracy, quality assurance and delivery to our

customers. NIB has modeled their services mirroring DLA depot facilities to include connectivity for EDI transactions. Please take the time to join us to learn how NIB can help with your mission to support the warfighter.

### DLA TROOP SUPPORT (CLOTHING AND TEXTILES)

Overview of visions, missions, functions and supplier relationship initiatives: The Clothing & Textile mission is to provide dress and field uniforms, field gear, tentage, combat clothing and personal chemical protective items to the Armed Forces in peace and in war. These items are primarily military unique and most are purchased under a military specification. The clothing items range from simple garments to complex protective clothing, such as Body Armor and the Joint Service Lightweight Integrated Suit Technology (JSLIST).



### CENTER OF EXCELLENCE FOR PRICING (COEP)

You've agonized for hours completing a solicitation and submitted what you think is a well thought-out proposal. So, why did a DLA acquisition professional question your pricing? You've heard a lot of talk recently about cost reductions being a priority in the Government. So, what steps is DLA taking to reduce costs and what can you do to assist? If these questions sound familiar or you just have an interest in pricing, then this is the breakout session for you! Come join the COEP in an interactive training session dedicated to providing answers to your pricing questions. Journey with the COEP as we review a few pricing examples and discuss areas where vendors can help us reduce costs.

### DLA ENERGY

This session will provide an overview of the vision, mission and function of the Defense Logistics Agency Energy. Information will be provided on how to do business with DLA Energy, as well as background on the initiatives and accomplishments for key regions and business units. It's an opportunity to get to know the organization that facilitates the energy solutions for the military services and other federal agencies. Supporting the

energy supply chain, renewable energy initiatives and research and development are just a sampling of topics to be explained, with emphasis placed on providing quality support for the warfighter's energy needs.

### DLA ENERGY — CONTRACT OPTIONS FOR ENERGY IMPLEMENTATION

Today's complex energy markets, expanding goals and requirements, and continued economic instability pose significant challenges and opportunities for federal agencies. This session will identify the various tools and financing mechanisms DLA Energy employs for managing energy requirements and efficiencies through the use of competitive energy supply, utility energy programs, renewable energy certificates, power purchase agreements and energy savings performance contracts.

### ALTERNATIVE FUELS

DLA Energy will present how it is supporting Departmental efforts to introduce alternative fuels into the DoD fuel supply chain. The briefing introduces Agency support, specific to enabling the Services' testing and certification efforts, as they strive to meet their alternative energy goals, as identified in their respective Strategic Energy Plans, as well as ongoing efforts to acquire operational quantities of alternative fuels.





## BREAKOUT DESCRIPTIONS — *Continued*

### DLA AVIATION

We will provide an overview on the vision, mission, and functions of DLA Aviation. In addition, we will focus on our management and acquisition strategies of Consumables, Supply Storage & Distributions, and Depot Level Repairables Procurement Operations while explaining our metrics and how they impact the supplier.



### ACQUISITION SPECIALIST PANEL

How to Improve your Competitive Edge and Business Opportunities with DLA: This panel will focus on the Materiel Cost Reduction initiative within the Department of Defense. They will discuss how suppliers can improve their business opportunities by becoming more competitive. We will discuss the various cost reduction techniques and initiatives instituted at DLA and how that will impact and potentially benefit supplier opportunities. For example, how can suppliers bid alternate part numbers, suggest cost savings such as commercial packaging, or how to interpret the government target price on solicitations. This panel will consist of experienced acquisition specialists discussing how they are expected to make the government more efficient while providing advice to suppliers on ways to improve opportunities to compete in an environment of a shrinking Defense budget.

### LITIGATED INVENTORY

Defense Logistics Agency Litigated Inventory “Condition Code L” Project Team: This session will provide an overview of the litigated inventory project. We will provide an overview of projected benefits of the project and an update on current findings. Emphasis will be on providing vendors with the “MOST COMMON” reasons that inventory is placed in condition code L. Time is allotted for questions and answers.

### REVERSE AUCTIONING

This session will provide suppliers with an overview of Reverse Auctions used to help DLA reduce acquisition costs. Reverse Auctions apply to competitive acquisitions only. The overview will explain the application and importance of the Reverse Auction policy. The overview will also demonstrate a mock auction in the current Reverse Auction tool to gain an understanding of how the tool is used from a supplier standpoint. Suppliers will understand how to participate in an event and how to retrieve the online system help tutorials and guides.

### DLA TROOP SUPPORT (SUBSISTENCE)

Overview of visions, missions, functions, and supplier relationship initiatives: This session will be an overview describing the Subsistence worldwide mission. The Subsistence mission is to provide food to U.S. Military Personnel worldwide as well as to other Federal Agencies. The Subsistence Supply Chain accomplishes that mission by serving as the key link between the Armed Forces and the U.S. Food Industry. This rich history of food buying and logistical experience ensures that our customers continue to receive the highest quality food available, at the most reasonable prices, when and where they need it.



### DLA DISPOSITION SERVICES

Support of suppliers through an array of distribution services: Over time, Disposition Services has been known by different names including Defense Property Disposal Service (DPDS), Defense Reutilization and Marketing Service (DRMS) and now Disposition Services. Although the names may have changed, the core value of our services remains the same: “National Security and Fiscal Stewardship.” Disposition Services takes great pride in supporting the Warfighter and public by providing worldwide disposal management solutions. We are the subject-matter experts in Demilitarization, Reutilization, and Environmental Stewardship of Government property. Our inventory and expertise extends beyond military vehicles, uniforms, and

computers. We manage transfer and donation programs to other federal, state, and local governments. Disposition Services provides demilitarization expertise prior to sale or as a condition of sale of military excess property within Trade Security and Export control regulations. We provide Resource Recovery and Recycling Programs, which conserves natural resources, reduces waste products and returns revenue to the military services. Through recycling, the Precious Metals Recovery Program significantly reduces the need for DoD to purchase metals such as gold, silver, and platinum family metals through recycling of excess and surplus scrap containing precious metals. Disposition Services manages the disposal of hazardous property for DoD activities, maximizing the use of each item, and minimizing environmental risks and costs. We have a worldwide presence within DoD, with disposal specialists in 14 foreign countries, two U.S. territories (Guam and Puerto Rico) and 41 states. The total Disposition Services work force numbers approximately 1,400 people. Of those, approximately 332 work at its Battle Creek, Michigan, headquarters. Disposition Services also supports military contingency missions including Iraq, Afghanistan, and Africa.

## **PARTNERING FOR GREATER EFFICIENCIES AND PRODUCTIVITY IN DEFENSE SPENDING**

In supporting Department of Defense initiatives, the Defense Logistics Agency has instituted an aggressive efficiency initiative focusing on achieving cost savings. Savings targets are based upon implementing process improvements and materiel cost reductions. This breakout session will provide suppliers with specific areas of opportunities in assisting the Agency in reducing costs, implementing process improvements, and improving government/industry collaboration to gain efficiencies. It will

also allow suppliers to provide their recommendations on partnering with DLA and other suppliers in these areas.

## **DLA TROOP SUPPORT (CONSTRUCTION AND EQUIPMENT)**

The Construction and Equipment Directorate's mission is to provide a wide variety of items to the Warfighter and this involves everything from "Light bulbs to Bulldozers." The Construction & Equipment breakout session will depict the supply chain's major programs, the wide diversity of industry sector involvement and identify areas where expansion of supplier participation/industrial base would be welcomed.



## BREAKOUT DESCRIPTIONS — *Continued*

### DLA STRATEGIC MATERIALS

Assuring Access to Strategic and Critical Materials for the Nation's Defense: History and Evolution of the Transformation of the National Defense Stockpile to the Strategic Materials Security Program. DLA Strategic Materials administers the storage, management and disposal of the Department of Defense's strategic and critical materials (the National Defense Stockpile) to ensure that the United States has sufficient materials to supply military, industrial, and essential civilian needs for national defense. The National Defense Stockpile has been successful in acquiring and holding strategic material, but has had isolated success in using the material strategically. In today's global economy, it is critical to ensure a strong domestic defense industrial base capable of meeting national security needs. Accordingly, the Department has developed a plan for a comprehensive Strategic Material Security Program (SMSP) that would identify, on an ongoing basis, those strategic and critical materials required for national security. A report detailing how the SMSP will be implemented has been accepted by Congress and DLA is currently working to employ those plans. A brief outline of the status will be discussed as well as current efforts to develop risk mitigation strategies to ensure the Department's strategic and critical material needs can be met.

### PERFORMANCE BASED LOGISTICS (PBLs)

PBL is an outcome-based strategy to provide integrated, measurable packages of logistics support to improve weapons system readiness. DLA is leveraging PBLs to connect product support strategies to the supply chain enterprise in order to optimize our customer's performance outcomes at best value. This breakout session will highlight DLA's range of support capabilities in relation to PBLs, to include contracting, storage and distribution, cataloging, and disposal. It will also be an opportunity to discuss DLA's plans to expand commercial partnerships through the use of PBLs, both as a support provider to industry Product Support Integrators (PSI) and as a support integrator itself, partnering with multiple Product Support Providers.

### DLA & GSA SESSION

DLA's Office of Small Business Programs will present an overview of Doing Business; in conjunction with GSA representatives on "Doing Business with the General Services Administration."

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DLA** 50 Years of  
Logistics Excellence



# ATTENDEE INFORMATION

## FACILITY DIAGRAM - COLUMBUS CONVENTION CENTER



### REGISTRATION INCLUDES

All scheduled meals and events

### ATTIRE

Conference attire is business casual for civilians and Class B uniform or uniform of the day for military. In addition, your identification badge, received upon conference check-in, must be worn at all times.

### LOCATION OF EVENTS

- ▶ Grand Ballrooms 1-3 — *General Session and all Featured Panels*
- ▶ Grand Ballroom Foyer — *Continental Breakfast and Some Scheduled Breaks (please see pages 6-11 for locations)*
- ▶ Exhibit Hall C and D — *Receptions and Most Morning/Afternoon Breaks (please see pages 6-11 for locations)*
- ▶ Exhibit Hall C Foyer — *Conference Attendee and Exhibitor Registration*
- ▶ Battelle Grand Hall — *All Lunches and the DLA Business Alliance Awards Dinner (Conference attendees and exhibitors are encouraged to attend)*
- ▶ C210-226 — *All Supply Chain Sessions and Breakout Sessions*

# DLA BUSINESS ALLIANCE AWARDS

## BUSINESS SIZE CLASSIFICATIONS

### **SB**

Small Business

### **HUBZone SB**

Historically Underutilized Business Zone, Small Business

### **LB**

Large Business

### **SDB**

Small Disadvantaged Business

### **SDVOSB**

Service Disabled Veteran-Owned Small Business

### **WOSB**

Women-Owned Small Business



One Vision ★

## VENDOR EXCELLENCE AWARD

### **Company**

Essner Precision Manufacturing  
Fort Worth, TX 76140-6005  
Cardinal Health, Inc.  
Dublin, OH 43017-1092  
J&P Khamken Industries, Inc.  
Montgomery, AL 36110-1728  
First Light  
Meridian, MS 39307-9560  
Jamaica Bearings Company  
New Hyde, NY 11040-4716  
Pima Valve, Inc.  
Chandler, AZ 85226-5178

### **Nominating Activity**

DLA Aviation  
DLA Troop Support  
DLA Land & Maritime  
DLA Aviation  
DLA Aviation  
DLA Land & Maritime

### **Business Size**

SB  
LB  
SDB  
WOSB  
SDVOSB  
HUBZone SB

## INNOVATIVE BUSINESS PERFORMER OF THE YEAR

### **Company**

Logistics Specialties, Inc.  
Layton, UT 84041-5683  
Optima Batteries, Inc.  
Golden, CO 80403-8337  
Source One Distributors, Inc.  
Wellington, FL 33414-8782  
Sage Energy Trading, LLC  
Tulsa, OK 74133-1249  
Hammer, Inc.  
Diamondhead, MS 39525-3427  
Sage Energy Trading, LLC  
Tulsa, OK 74133-1249

### **Nominating Activity**

DLA Aviation  
DLA Land & Maritime  
DLA Troop Support  
DLA Energy  
DLA Energy  
DLA Energy

### **Business Size**

SB  
LB  
SDB  
WOSB  
SDVOSB  
HUBZoneSB

## NEW DLA CONTRACTOR OF THE YEAR

### **Company**

Earlbeck Gases & Technologies  
Baltimore, MD 21237-2825

### **Nominating Activity**

DLA Energy

### **Business Size**

SB



## OUTSTANDING READINESS SUPPORT

<u>Company</u>	<u>Nominating Activity</u>	<u>Business Size</u>
Brown Helicopter Pensacola, FL 32506-8223	DLA Aviation	SB
Sol Petroleum Port-au-Prince, Haiti	DLA Energy	LB
Hontek Corporation South Windsor, CT 06074-3474	DLA Aviation	SDB
Accent Controls, Inc. Riverside, MO 64150-9796	DLA Distribution	WOSB
Tactical & Survival Specialties, Inc. Harrisonburg, VA 22801-9788	DLA Troop Support	SDVOSB
Niche, Inc. New Bedford, MA 02744-2615	DLA Aviation	HUBZoneSB

## OUTSTANDING ABILITY ONE PROGRAM VENDOR

<u>Company</u>	<u>Nominating Activity</u>	<u>NIB/NISH</u>
Lions Industries for the Blind, Inc. Kinston, NC 28504-8321	DLA Aviation	NIB
Cottonwood, Inc. Lawrence, KS 66047-3049	DLA Aviation	NISH

## RECOGNIZED COST SAVER

<u>Company</u>	<u>Nominating Activity</u>	<u>Business Size</u>
DoD Surplus, LLC Scottsdale, AZ 85254-8141	DLA Disposition	LB

## CUSTOMER OF THE YEAR

<u>DoD Customer</u>	<u>Nominating Activity</u>
401st Army Field Sustainment Brigade APO AE 09354	DLA Land & Maritime
<u>Non-DoD Customer</u>	
U.S. Department of Energy B & W. Y-12, LLC Bear Creek Road Oak Ridge, TN 37831	DLA Energy

## COMMANDER'S CHOICE AWARD

CDR Craig P. Laws, USN <i>Program Lead, Persistent Ground Surveillance System (PGSS), Naval Air Systems Command, Special Surveillance Programs (NAVAIR)</i>	DLA Energy
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# DLA LAND & MARITIME EXCELLENCE AWARDS

The Automated Best Value System (ABVS) is a computerized system, which collects a vendor's past performance data and translates it into a numeric score.

ABVS scores range from zero to a perfect score of 100. The Contracting Officer uses these scores as an additional evaluation factor when making best value award decisions.

The DLA Land and Maritime Center Score from the January 5, 2010 monthly update to the January 5, 2011 monthly update was used for selecting the DLA Land and Maritime 2010 Recognition for Excellence Awards. The criteria for this year's selections were:

Level	Contract Lines	Center Score
Gold	50+	100
Silver	50+	99.0 – 99.9
Bronze	50+	98.0 – 98.9

One Vision ★

Vendors listed below are being recognized as Recognition for Excellence Award winners based on their exceptional performance.

## GOLD AWARD WINNERS

Advanced Thermal Products, Inc.\*  
AGM Container Controls, Inc.\*  
Allan Aircraft Supply Company, LLC  
Centroid, Inc.\*  
COMSACO, Inc.\*  
Curtiss-Wright Controls, Inc.  
DARE Electronics, Inc.\*  
Derbyshire Marine Products, LLC  
Eastern Carolina Vocational Center,  
Inc. (ECVC)\*  
General Dynamics Land Systems,  
Inc.\*  
Greenlees Filter, LLC\*  
Imperial Wire & Cable Company,  
Inc.\*  
L & M Welding Supply, Inc.\*  
L-3 Communications  
Electrodynamics, Inc.\*  
Lee Air Company, Inc.\*  
Loar Manufacturing Corporation\*  
Martin Equipment of Illinois, Inc.  
Meggitt (North Hollywood), Inc.  
(Corona, CA)\*  
Milton Industries, Inc.\*  
Moog Flo-Tork\*  
Northrop Grumman Corporation  
Strike and Surveillance Systems  
Division F/A-18 Program\*  
Ontario Knife Company\*

Otis Products, Inc.\*  
Phaostron Instrument & Electronic  
Company, Inc.\*  
Quality Aviation, Inc.\*  
R. A. Miller Industries\*  
Robertson Fuel Systems, LLC\*  
Spartan Motors Chassis, Inc.\*  
Spectrum Industries, Inc.\*  
Surplus Electrical Innovations, Inc.\*  
Trevose Industrial Products, Inc.\*  
Triumph Actuation Systems, LLC  
Tyee Aircraft\*  
Wamco, Inc.\*  
White Aero, Inc.  
Wilmington Instrument Company,  
Inc.\*

## SILVER AWARD WINNERS

Aerol Company, Inc.\*  
AFM Hardware, Inc.\*  
Allied Marine Services, Inc.\*  
AV-DEC\*  
BMI Defense Systems  
Bobcat Company  
Brown Helicopter, Inc.\*  
CDI Industries, Inc.\*  
Chart, Inc.  
CNH America, LLC\*  
Connectronics, Inc.\*

Contact Industries, Inc.  
David Clark Company, Inc.\*  
Detroit Switch, Inc.\*  
Draeger Safety, Inc.  
Eaton Corporation\*  
Eaton Industrial Corporation\*  
Electronic Expeditors, Inc.\*  
EnerSys Energy Products, Inc.\*  
Essex Cryogenics of MO, Inc.\*  
Fincantieri Marine Systems North  
America, Inc.\*  
Flexco, Inc.\*  
Flexfab, LLC  
FN Manufacturing, LLC\*  
Foster Manufacturing Company, Inc.\*  
Gator Enterprises, LLC  
General Motors Customer Care and  
After Sales  
Gigli Enterprises, Inc.\*  
Graybar Electric Company, Inc.  
Highland Engineering, Inc.\*  
Industrial Tube Company, LLC/  
Hartzell Aerospace\*  
Kidde Aerospace & Defense\*  
Kidde Aerospace & Defense\*  
King Nutronics Corporation\*  
L-3 Warrior Systems, Insight\*  
Lechmotoren U.S., Inc.\*  
Magnetika, Inc.\*



Michelin Aircraft Tire Company\*  
Midwest Tube Fabricators, Inc.\*  
Moog, Inc., Components Group\*  
New Yorker Electronics Company, Inc.\*  
Nobles Manufacturing, Inc.\*  
Nova Power Solutions, Inc.  
Ohler Pumps a Division of W.S. Darley & Company  
Optima Batteries, Inc.\*  
Parasense, Inc.\*  
Pima Valve, Inc.\*  
Prestolite Electric, Inc.  
Rich Industries, Inc./USS Company\*  
Ridewell Corporation  
Sargent Controls & Aerospace\*  
Spacesaver Storage Systems, Inc.\*  
Sperian Protection  
Technology Research Corporation\*  
TPS Aviation, Inc.\*  
Trend Tool, Inc.  
TUG Technologies Corporation  
UPI Manufacturing\*  
Veteran Employment Enterprise, Inc.\*  
Wholesale Batteries, Inc.

## BRONZE AWARD WINNERS

A W Developments  
Active Gear Company of Canada Limited\*  
Advanced Products Services, Inc.  
Aeroflex Wichita, Inc.\*  
Aerospace Optics, Inc.\*  
Air Marine Systems, Inc.\*  
Alliance Global, Inc.  
Applied Industrial Technologies, Inc.\*  
ARC Systems, Inc.\*  
ATAP, Inc.\*  
Atlantic Microwave Corporation  
Battery Emporium & Technology  
BC Systems\*  
Bren-Tronics, Inc.

C K Power\*  
Cantwell Cullen Hydraulic Division  
Capital Electronics International  
Caterpillar, Inc.  
CFM International, Inc.  
Champion Aerospace, LLC\*  
Compressor Engineering Corporation\*  
Derco Aerospace, Inc.\*  
DHS Systems, LLC  
Dimo Corporation\*  
Eagle Distributing Enterprises, Inc.  
Electrical Products Sales Corporation\*  
Equipment Parts Sales\*  
Gardner, Inc.  
Glenair, Inc.  
Global/SFC Valve Corporation  
Globe Motors, Inc.\*  
Harris Corporation, RF Communications  
Heat Wagon, Inc.\*  
I E T Labs, Inc.  
ICO RALLY\*  
Integrated Procurement Technologies\*  
Jemtec Electronics Corporation\*  
Kidde Dual Spectrum  
Knight's Armament Company\*  
Kollmorgen Corporation  
KWAT Enterprises Corporation\*  
LBC Acquisitions, LLC\*  
Loc Performance Products, Inc.\*  
Lockheed Martin MS2  
Makdad Industrial Supply Company, Inc.  
Marco Supply, Inc.\*  
Marine Air Supply Company, Inc.\*  
Mark Electronics, Inc.\*  
Meggitt Defense Systems, Inc.  
Michelin North America, Inc.\*  
Minowitz Manufacturing Company  
NAPA Auto Parts\*  
NGH Retail, LLC\*  
OECO, LLC\*  
Pall Aeropower Corporation\*

Patriot Marine, Inc.  
PDI Ground Support System, Inc.\*  
Plasan North America, Inc.  
Probe Master, Inc.\*  
R. E. Darling Company, Inc.\*  
Right Find, Inc.\*  
Roanwell Corporation  
Rotork - Hiller  
RPA Electronics Distributors, Inc.\*  
Seacoast Electric Co., A Division of EIS, Inc.\*  
Seco Seals, Inc.\*  
Sensor Systems, Inc.  
Sierra Monitor Corporation\*  
Simco Supply, LLC  
Smith Eastern Corporation\*  
SMRC Engineering, Inc.\*  
Stag Enterprise, Inc.  
State Electronics Parts Corporation\*  
Stone House Logistics  
SupplyCore\*  
Systems Material Handling Company  
TFAB Manufacturing, LLC  
The Boeing Company  
Torqhoist, Inc.  
U.S. Pioneer, Inc.  
UWD Manufacturing\*  
Victor Microwave, Inc.  
Warren Controls, Inc.\*  
Windward Enterprises  
Wing Inflatables, Inc.  
Woodward, Inc.\*

*\* Previous Award Winners*





**VADM ALAN S. THOMPSON, SC,  
USN**  
*Director, Defense Logistics Agency*

**VADM ALAN S. THOMPSON, SC, USN**  
*Director, Defense Logistics Agency*

Vice Admiral Alan S. Thompson became Director of the Defense Logistics Agency in November 2008. As such, he is responsible for providing the Army, Navy, Air Force, Marine Corps and other federal agencies with a variety of logistics, acquisition and technical services in peace and war. These services include logistics information, materiel management, procurement, warehousing and distribution of spare parts, food, clothing, medical supplies and fuel, reutilization of surplus military materiel and document automation and production. This worldwide mission is performed by approximately 26,000 civilian and military personnel.

Vice Admiral Thompson graduated with a Bachelor of Arts in economics from UCLA, where he received his commission through the Naval ROTC program in 1976. He also earned a Master of Business Administration from the University of Florida and completed the Columbia University Graduate School of Business Senior Executive Program.

Vice Admiral Thompson has served in a variety of key leadership positions afloat and ashore. At sea, he served as Assistant Supply Officer, USS David R. Ray (DD 971); Supply Officer, USS Chandler (DDG 996); and as Supply Officer, USS Dwight D. Eisenhower (CVN 69).

Ashore, he has served at the Naval Supply Systems Command, the former Naval Aviation Supply Office, Philadelphia; Commander, Naval Air Force, U.S. Pacific Fleet; Naval Air Station, Miramar; and the Office of the Chief of Naval Operations (CNO). He was the Commanding Officer, Fleet and Industrial Supply Center Norfolk and a CNO Fellow on the CNO Strategic Studies Group. Vice Admiral Thompson's Flag assignments included duty as Commander, Defense Supply Center Columbus, Defense Logistics Agency, Director, Supply, Ordnance, and Logistics Operations Division (N41), Office of the CNO, and as Commander, Naval Supply Systems Command and Chief of Supply Corps.

Vice Admiral Thompson's personal awards include the Distinguished Service Medal, Defense Superior Service Medal, three Legions of Merit, four Meritorious Service Medals, two Navy Commendation Medals, the Navy Achievement Medal, and a number of unit and campaign awards. He is a qualified Naval Aviation Supply Officer and Surface Warfare Supply Corps Officer. Vice Admiral Thompson is also a member of the Department of the Navy Acquisition Corps.

**MAYOR MICHAEL COLEMAN***Columbus, Ohio*

Since taking office in 2000, Mayor Michael B. Coleman has built Columbus' reputation as one of the best cities in the nation by building stronger, safer neighborhoods and creating jobs by maintaining a high quality of life. Under Mayor Coleman's leadership, the City of Columbus has been recognized as one of the 10 best large cities and one of the 10 most affordable metro areas by RelocateAmerica. It was recognized as the nation's 8th best place to live by CNN and Money magazine, which also declared Columbus as the nation's safest big city. Underwriters Laboratories, a respected independent product safety certification organization, ranked Columbus second in its 2010 Safest Cities for Families with Young Children. Forbes Magazine has recognized Columbus as the top up-and-coming tech city, the top city in which to retire and one of the nation's top 10 "brain magnets" for its ability to attract college graduates. Mayor Coleman has leveraged incentives to create and retain more than 91,000 jobs and bring more than \$4.5 billion in private investment to Columbus throughout his tenure. Growing companies enjoy an educated workforce from 18 regional colleges and universities. Columbus is centrally located to national markets and a growing transportation, distribution and logistics hub. The city, currently the 16th largest in America, is also growing as a retail hub. Mayor Coleman initiated Neighborhood Pride, a proactive effort to engage residents and businesses to fix up thousands of homes and clean up their neighborhoods. The mayor's Pay as We Grow annexation policy requires developers to bear the costs of extending water, sewer and electricity. Under Mayor Coleman's leadership, Columbus has reinvested in older Columbus neighborhoods such as Franklinton, the King Lincoln District, South of Livingston, Northland, Olde North Columbus and South Linden. Columbus also is embarking on revitalization strategies for the Near South Side, the Far South Side, and the West Broad Street Corridor. In 2006, Mayor Coleman created the Home Again program and set aside \$25 million to acquire, rehab and tear down vacant and abandoned houses in Columbus neighborhoods. To date, more than 1,000 homes have been impacted. In 2001, Mayor Coleman created the Affordable Housing Trust Corporation to provide more housing options to inner-city residents. He has increased the development of new homes for families, spurring construction through city incentives of more than 12,500 new housing units. In addition, Mayor Coleman led the restoration of the historic Lincoln Theatre, the linchpin of the King Lincoln District, which has been revitalized after decades of neglect and blight. The area is rebounding with seven major commercial and residential projects totaling \$30 million in new private investments. Mayor Coleman worked with business leaders to start a massive Downtown revitalization initiative. Since 2002 more than 5,500 new apartments and condos have been built or are under development, a new Downtown park system is being designed, 3,000 jobs have been moved into Downtown, and there has been more than \$2.18 billion in new investment. In addition, the long-vacant former City Center mall site is being developed into Columbus Commons, a central park space with opportunities for business, residential and retail development. Mayor Coleman has a proven record of balancing budgets and reforming government. Columbus is the only large city in the nation to maintain an Aaa credit rating from all three major rating agencies. Since 2009, Mayor Coleman has taken steps that will save more than \$135 million over the next decade by getting employee benefits in line with the market while reducing unnecessary overtime, increasing the use of technology and making the city more energy efficient. Mayor Coleman was first elected in 1999, re-elected in 2003 and won a third term in November 2007. He was born on November 18, 1954. He has three children, Kimberly, a private banker in Chicago; Justin, a Columbus police officer; and John-David, a student at Ohio State University. Prior to becoming mayor, Coleman served as President of Columbus City Council from January of 1997 to November of 1999, and as a council member from February of 1992 to December of 1999. Coleman graduated from the University of Cincinnati in 1977 with a degree in Political Science and earned his law degree from the University of Dayton Law School in 1980.

**MAYOR MICHAEL COLEMAN***Columbus, Ohio*



**GEN JAMES E. CARTWRIGHT,  
USMC**  
*Vice Chairman, Joint Chiefs of  
Staff*

**GEN JAMES E. CARTWRIGHT, USMC**  
*Vice Chairman, Joint Chiefs of Staff*

General Cartwright serves as the eighth Vice Chairman of the Joint Chiefs of Staff. In this capacity, he is a member of the Joint Chiefs of Staff and the Nation's second highest ranking military officer.

As Vice Chairman, General Cartwright chairs the Joint Requirements Oversight Council, Co-Chairs the Defense Acquisition Board, and serves as a member of the National Security Council Deputies Committee, the Nuclear Weapons Council and the Missile Defense Executive Board. In addition, he Co-Chairs the Deputies Advisory Working Group, which provides advice to the Deputy Secretary of Defense on resourcing and other high-level departmental business issues.

General Cartwright was commissioned a second lieutenant in the Marine Corps in November 1971. He completed Naval Flight Officer training in April 1973 and graduated from Naval Aviator training in January 1977. He has operational assignments as an NFO in the F-4, and as a pilot in the F-4, OA-4, and F/A-18. He is a distinguished graduate of the Air Command and Staff College at Maxwell AFB, received his Master of Arts in National Security and Strategic Studies from the Naval War College, Newport, Rhode Island and completed a fellowship with Massachusetts Institute of Technology.

General Cartwright's command assignments include: Commander, United States Strategic Command (2004-2007); Commanding General, First Marine Aircraft Wing (2000-2002); Deputy Commanding General, Marine Forces Atlantic (1999-2000).

General Cartwright's joint staff assignments include: Director for Force Structure, Resources and Assessment, J-8 the Joint Staff (2002-2004); Deputy Director for Force Structure, Requirements, J-8 the Joint Staff (1996-1999).

**HONORABLE DR. ASHTON B. CARTER***Under Secretary of Defense for Acquisition, Technology & Logistics*

Dr. Ashton B. Carter was sworn in as Under Secretary of Defense for Acquisition, Technology & Logistics on April 27, 2009. Before assuming this position, Dr. Carter was chair of the International and Global Affairs faculty at Harvard's Kennedy School of Government and Co-Director (with former Secretary of Defense William J. Perry) of the Preventive Defense Project, a research collaboration of Harvard and Stanford Universities. Dr. Carter was also Senior Partner at Global Technology Partners and a member of the Board of Trustees of the MITRE Corporation and the Advisory Boards of MIT's Lincoln Laboratories and the Draper Laboratory. He was a consultant to Goldman, Sachs on international affairs and technology matters. He was a member of the Aspen Strategy Group, the Council on Foreign Relations, the American Physical Society, the International Institute of Strategic Studies, the Advisory Board of the Yale Journal of International Law, and the National Committee on U.S.-China Relations. Dr. Carter was also Co-Chair of the Review Panel on Future Directions for DTRA (Defense Threat Reduction Agency) Missions and Capabilities to Combat Weapons of Mass Destruction, Chair of the National Security Strategy and Policies Expert Working Group of the Congressional Commission on the Strategic Posture of the United States, a member of the National Missile Defense White Team, and a member of the National Academy of Sciences Committee on International Security and Arms Control.

Dr. Carter served as a member of the Defense Science Board from 1991-1993 and 1997-2001, the Defense Policy Board from 1997-2001, and Secretary of State Condoleezza Rice's International Security Advisory Board from 2006-2008. In 1997, Dr. Carter co-chaired the Catastrophic Terrorism Study Group with former CIA Director John M. Deutch, which urged greater attention to terrorism. From 1998 to 2000, he was deputy to William J. Perry in the North Korea Policy Review and traveled with him to Pyongyang. In 2001-2002, he served on the National Academy of Sciences Committee on Science and Technology for Countering Terrorism and advised on the creation of the Department of Homeland Security. Dr. Carter was Assistant Secretary of Defense for International Security Policy during President Clinton's first term. His Pentagon responsibilities encompassed: countering weapons of mass destruction worldwide, oversight of the U.S. nuclear arsenal and missile defense programs, the 1994 Nuclear Posture Review, the Counter proliferation Initiative, control over sensitive U.S. exports, chairmanship of NATO's High Level Group, the Nunn-Lugar program resulting in the removal of all nuclear weapons from the territories of Ukraine, Kazakhstan, and Belarus, establishment of defense and intelligence relationships with the countries of the former Soviet Union when the Cold War ended, and participation in the negotiations that led to the deployment of Russian troops as part of the Bosnia Peace Plan Implementation Force. Dr. Carter was twice awarded the Department of Defense Distinguished Service Medal. For his contributions to intelligence, he was awarded the Defense Intelligence Medal. In 1987, Dr. Carter was named one of Ten Outstanding Young Americans by the United States Jaycees. He received the American Physical Society's Forum Award for his contributions to physics and public policy. Dr. Carter was elected a Fellow of the American Academy of Arts and Sciences and the American Academy of Diplomacy.

From 1990-1993, Dr. Carter was Director of the Center for Science and International Affairs at Harvard University's John F. Kennedy School of Government, and Chairman of the Editorial Board of International Security. Previously, he held positions at the Massachusetts Institute of Technology, the Congressional Office of Technology Assessment, and Rockefeller University. Dr. Carter received Bachelor's degrees in physics and in medieval history from Yale University, Summa Cum Laude, Phi Beta Kappa. He received his doctorate in theoretical physics from Oxford University, where he was a Rhodes Scholar.

**HONORABLE DR. ASHTON B. CARTER***Under Secretary of Defense  
for Acquisition, Technology  
& Logistics*





**HONORABLE ROBERT F. HALE**  
*Under Secretary of Defense,  
Comptroller*

**HONORABLE ROBERT F. HALE**  
*Under Secretary of Defense, Comptroller*

As Under Secretary of Defense (Comptroller), Robert F. Hale is the principal advisor to Secretary of Defense Robert M. Gates on all budgetary and fiscal matters, including the development and execution of the Defense Department's annual budget of more than \$600 billion. As Chief Financial Officer, Mr. Hale also oversees the Department's financial policy, financial management systems, and business modernization efforts.

At the time of his nomination by President Barack Obama in January 2009, Robert Hale was Executive Director of the American Society of Military Comptrollers (ASMC), the professional association of Defense financial managers. For three-and-a-half years, he led the society's certification program (the Certified Defense Financial Manager program), as well as training programs, a professional journal, and other activities, including ASMC's National Professional Development Institute, an annual conference which attracts more than 3,500 participants.

From 1994 to 2001, Mr. Hale served in the Pentagon as the Assistant Secretary of the Air Force (Financial Management and Comptroller), where he was responsible for annual budgets of more than \$70 billion, efforts to streamline Air Force financial management, and compliance with the Chief Financial Officers Act.

For the 12 years prior to his Air Force service, Mr. Hale headed the National Security Division at the Congressional Budget Office (CBO), developing quantitative analyses of major defense budget issues and testifying frequently before Congressional committees. Earlier in his career, Mr. Hale was a senior fellow and head of the acquisition and grants management group at LMI, a consulting firm specializing in service to the Federal government. He also spent three years as an active duty officer in the U.S. Navy and served as a staff analyst and study director at the Center for Naval Analyses.

Mr. Hale graduated with honors from Stanford University with a B.S. in mathematics and statistics. He also holds a Master's degree in operations research from Stanford and an MBA from the George Washington University. He is a Certified Defense Financial Manager (CDFM), a fellow of the National Academy of Public Administration, and a past member of the Defense Business Board.

**MR. DAVID J. BERTEAU**

*Senior Adviser & Director of the Defense-Industrial Initiatives Group,  
Center for Strategic & International Studies*

David J. Berteau is Senior Adviser and Director of the CSIS Defense-Industrial Initiatives Group, covering defense management, programs, contracting, and acquisition. His group also assesses national security economics and industry.

Mr. Berteau is an adjunct professor at Georgetown University, a director of the Procurement Round Table, and a fellow of the National Academy of Public Administration and the Robert S. Strauss Center at the University of Texas. Prior to joining CSIS, he was Director of National Defense and Homeland Security for Clark & Weinstock, Director of Syracuse University's National Security Studies Program, and a Senior Vice President at Science Applications International Corporation (SAIC).

He served in the U.S. Defense Department under four defense secretaries, including four years as Principal Deputy Assistant Secretary of Defense for Production and Logistics. Mr. Berteau graduated with a B.A. from Tulane University in 1971 and received his master's degree in 1981 from the LBJ School of Public Affairs at the University of Texas.



**MR. DAVID J. BERTEAU**

*Senior Adviser & Director of the  
Defense-Industrial Initiatives  
Group, Center for Strategic &  
International Studies*



**MR. DANIEL I. GORDON**

*Administrator, Office of Federal  
Procurement Policy*

**MR. DANIEL I. GORDON**

*Administrator, Office of Federal Procurement Policy*

Daniel I. Gordon was confirmed as the Administrator for Federal Procurement Policy on November 21, 2009. As the Administrator, Mr. Gordon is responsible for developing and implementing acquisition policies supporting over \$500 billion in federal spending annually. Prior to joining the OFPP, he spent seventeen years at the Government Accountability Office (GAO) and served as Assistant General Counsel in the Legal Services Division and Managing Associate General Counsel in the Procurement Law Division before being appointed Deputy General Counsel in 2006 and Acting General Counsel in April 2009.

Before joining GAO, Mr. Gordon worked in private practice handling acquisition-related matters. Mr. Gordon holds a B.A. from Brandeis University, an M. Phil. from Oxford University, and a J.D. from Harvard Law School. He has also studied in Paris, France; Marburg, Germany; and Tel Aviv, Israel.

Before joining OFPP, Mr. Gordon served as a member of the adjunct faculty at the George Washington University Law School and is the author of articles on procurement law and the bid protest process at GAO.

**MR. SHAY ASSAD***Director, Defense Pricing, Office of the Under Secretary of Defense  
(Acquisition, Technology and Logistics)*

Mr. Shay Assad assumed the role of Director of Defense Pricing and Program Support in June of 2011. He is responsible for contract pricing policy matters within the Department of Defense (DoD). He serves as the principal advisor to the Under Secretary of Defense for Acquisition, Technology and Logistics (USD AT&L) and the Defense Acquisition Board on acquisition & procurement strategies for all major weapon systems programs, major automated information systems programs, and services acquisitions. He is responsible for assisting the USD AT&L in the implementation of the Department's Better Buying Power initiatives. Mr. Assad is DoD's advisor for competition, source selection, multiyear contracting, warranties, leasing and all program related contracting matters. He is the functional leader for the Pricing and Contracting workforces within the Department of Defense, and he is also responsible for overseeing all Strategic Sourcing activities within the Department of Defense. In April of 2006, Mr. Assad assumed the role of Director of Defense Procurement and Acquisition Policy. He also has previously served as the Assistant Deputy Commandant, Installations and Logistics (Contracts), Headquarters, Marine Corps, Washington, DC. Upon graduating with distinction from the U.S. Naval Academy in 1972, he served two tours of duty aboard U.S. Navy destroyers and won recognition as the Outstanding Junior Officer, Fifth Naval District. He then served as a Naval Procurement Officer at the Naval Sea Systems Command.

In 1978, Mr. Assad began working for the Raytheon Company. He was promoted to Vice President — Director of Contracts for Raytheon in 1994, and was subsequently promoted to Senior Vice President, Contracts in 1997. As such, he was responsible for the contract negotiation and administration activities (\$20 Billion) in all of Raytheon's businesses — both government and commercial. In addition to his contracting duties, Mr. Assad was given numerous program and business management special assignments by Raytheon's Executive Office. These assignments spanned participation in all three of Raytheon's major operating businesses (Government, Aviation, and Engineering and Construction). In 1998, he was promoted to Executive Vice President and served as the Chief Operating Officer and subsequently, as the Chairman and Chief Executive Officer of Raytheon's Engineering and Construction (RE&C) business with eleven offices world-wide, revenue of \$2.7B and 15,000 employees. He retired from Raytheon in July 2000.

He has received numerous Federal Service awards. Among them are: 1) the Secretary of Defense medal for exceptional civilian service; 2) the Secretary of Defense medal for meritorious service; 3) the Department of Defense Inspector General Joseph H. Sherick Award (the highest honor given to non-IG employees); 4) the 24th Annual Gilbert A. Cuneo Lecturer; 5) the inaugural recipient of the 2008 Osborne A. "Oz" Day Award as the Federal executive who has done the most to increase the awareness of AbilityOne employment opportunities for those who are blind or severely disabled, and 6) the E. Richard "Dick" Alley Career Achievement Award which is given to one federal employee whose long-term dedication and support of the AbilityOne Program is exemplary, and worthy of the Committee's highest recognition; 7) the David Acker Award for Acquisition Excellence; and 8) a Meritorious Presidential Rank Award in 2009.

On January 19, 2009, he assumed the position of Acting Deputy Under Secretary of Defense for Acquisition and Technology; serving in an advisory function to the Secretary, Deputy Secretary, and Under Secretary of Defense (Acquisition, Technology and Logistics) on matters relating to the acquisition, integration and protection of technology. On December 15, 2009, he was designated to perform the duties of the Assistant Secretary of Defense for Acquisition (ASD(A)).

**MR. SHAY ASSAD***Director, Defense Pricing, Office  
of the Under Secretary of Defense  
(Acquisition, Technology and  
Logistics)*





**GEN DONALD J. HOFFMAN, USAF**  
*Commander, Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio*

**GEN DONALD J. HOFFMAN, USAF**

*Commander, Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio*

General Donald J. Hoffman serves as Commander, Air Force Materiel Command, Wright-Patterson Air Force Base, Ohio. The command's 75,000 people manage \$59 billion annually in research, development, test and evaluation while providing the acquisition management services and logistics support required to develop, procure and sustain Air Force weapon systems.

General Hoffman is a graduate of the U.S. Air Force Academy. He was commissioned in 1974 and has served in various operational and staff assignments in Europe, the Middle East and United States. He has commanded at the flight, squadron, group and wing levels, and has served on the staffs of U.S. Central Command, U.S. European Command, Air Education and Training Command, Air Combat Command and Headquarters U.S. Air Force. General Hoffman is a command pilot with more than 3,400 flying hours in fighter, trainer and transport aircraft.

**VADM WILLIAM R. BURKE, USN*****Deputy Chief of Naval Operations for Fleet Readiness and Logistics (N4)***

Vice Admiral Burke, a native of Hornell, NY, graduated from the United States Naval Academy in 1978 with a Bachelor of Science in Systems Engineering. In 1985, he completed an MBA at Marymount University. In 1999, he earned an MS in National Security Strategy at the National War College in Washington, DC. He is a graduate of MIT Seminar 21 Program in International Politics.

His submarine assignments include USS Lafayette (SSBN 616), USS Key West (SSN 722), USS Omaha (SSN 692), USS Cavalla (SSN 684), and command of USS Toledo (SSN 769). He commanded Submarine Squadron 2 from July 2001 to July 2003.

His Washington, DC shore assignments include a tour in chief of naval operations' Attack Submarine Division, Assistant Deputy for House Liaison in the Navy Office of Legislative Affairs, Chief of Training, Doctrine, and Assessment and Assistant Deputy Director for Combating Terrorism (JCS J34), and Head of Warfighting Assessments Branch (N812), followed by a tour as the Executive Assistant to the Vice Chief of Naval Operations.

Promoted to Rear Admiral in September 2005, his flag assignments include Commander, Logistics Group Western Pacific/Commander, Task Force 73/Commander Navy Region Singapore; Director, Assessment Division (N81/N00X) and the Director, Quadrennial Defense Review (QDR/N00X).

In April 2010, he was promoted to Vice Admiral and reported for duty as Deputy Chief of Naval Operations for Fleet Readiness and Logistics (N4).

Burke wears the Defense Superior Service Medal, Legion of Merit (three awards), Meritorious Service Medals (three awards), the Navy Commendation Medal (four awards), and the Navy Achievement Medal (two awards). While on board Cavalla, he received the Admiral Chick Clarey Award for the 1992 Outstanding Navy Officer Afloat from the Honolulu Council of the Navy League.

**VADM WILLIAM R. BURKE, USN*****Deputy Chief of Naval  
Operations for Fleet Readiness  
and Logistics (N4)***



**MR. PATRICK J. FITZGERALD**

*Director, Defense Contract Audit Agency*

**MR. PATRICK J. FITZGERALD**

*Director, Defense Contract Audit Agency*

Mr. Patrick J. Fitzgerald was appointed as the Director, Defense Contract Audit Agency on November 8, 2009, and is responsible for all matters related to the management of the Agency and its resources.

Mr. Fitzgerald previously served as The Auditor General, U.S. Army. In that capacity, he was responsible for managing the worldwide operation of the U.S. Army Audit Agency (USAAA). Mr. Fitzgerald has 30 years of auditing experience within the USAAA, and has held positions at every level of the organization. Mr. Fitzgerald entered the Senior Executive Service (SES) in 1998 as the Deputy Auditor General, Forces and Financial Management. He served as the principal advisor to The Auditor General on the Agency programs for auditing the Army's major functional areas of forces and manpower management, financial operations, information technology, Corps of Engineers, and civil works. He held the position of Deputy Auditor General, Policy and Operations Management, from 2001 to 2004, providing advice to The Auditor General on audit policy, follow-up and liaison, auditor training and recruiting, and the Agency resources. He served as the Principal Deputy Auditor General from 2004 to 2006, and developed and oversaw the execution of the Agency's strategic audit plan and overall management of audit operations.

Mr. Fitzgerald graduated from the University of Baltimore with a Bachelor's degree in Business Administration/Accounting (Summa Cum Laude). He also earned a Master's degree in Policy and Management from Georgetown University. Mr. Fitzgerald is a Certified Public Accountant, Certified Information Systems Auditor, and Certified Government Financial Manager.

Mr. Fitzgerald received numerous awards and recognitions for performance excellence throughout his career including a Presidential Distinguished Executive Rank Award, Presidential Meritorious Executive Rank Award, and the Army Decoration for Exceptional Civilian Service.

**DR. DANIEL GOURE***Vice President, Lexington Institute*

Dr. Goure is a Vice President with the Lexington Institute, a nonprofit public-policy research organization headquartered in Arlington, Virginia. He is involved in a wide range of issues as part of the institute's national security program.

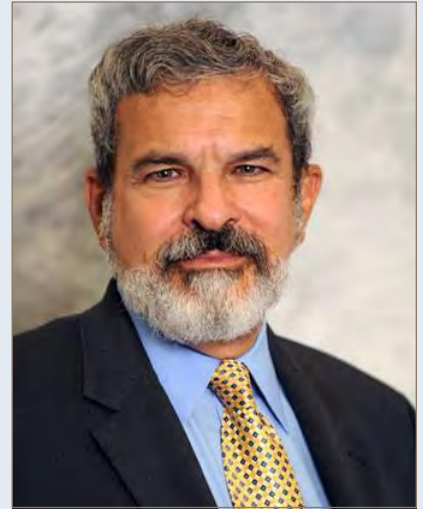
Dr. Goure has held senior positions in both the private sector and the U.S. Government. Most recently, he was a member of the 2001 Department of Defense Transition Team. Dr. Goure spent two years in the U.S. Government as the Director of the Office of Strategic Competitiveness in the Office of the Secretary of Defense. He also served as a senior analyst on national security and defense issues with the Center for Naval Analyses, Science Applications International Corporation, SRS Technologies, R&D Associates and System Planning Corporation.

Prior to joining the Lexington Institute, Dr. Goure was the Deputy Director, International Security Program at the Center for Strategic and International Studies. At CSIS, Dr. Goure was responsible for analyses of: U.S. national security policy, the future of conflict and warfare, the information revolution, counter-proliferation, and defense industrial management. He directed analyses of emerging security issues with a special emphasis on U.S. military capabilities in the next century.

Dr. Goure also has done extensive consulting and teaching. From 1990 to 1991 he led a study for the U.S. Institute of Peace on deterrence after the INF Treaty. Dr. Goure has consulted for the Departments of State, Defense and Energy. He has taught or lectured at the Johns Hopkins University, the Foreign Service Institute, the National War College, the Naval War College, the Air War College, and the Inter-American Defense College. Since 2001, Dr. Goure has been an adjunct professor in graduate programs at the Center for Peace and Security Studies at Georgetown University, and an adjunct professor at National Defense University since 2002 — teaching a Homeland Security course at both.

Dr. Goure is a well-known and respected presence in the national and international media, having been interviewed by all the major networks, CNN, Fox, the BBC, *The New York Times*, *The Washington Post*, *The Wall Street Journal*, *The Christian Science Monitor*, *the Chicago Tribune* and *the Los Angeles Times*. He has been published extensively in over two dozen journals and periodicals. He is also an NBC national security military analyst.

Dr. Goure holds Masters and Ph.D. degrees in international relations and Russian Studies from Johns Hopkins University and a B.A. in Government and History from Pomona College.

**DR. DANIEL GOURE***Vice President, Lexington  
Institute*



**MR. KEVIN A. LYNCH**  
*President and CEO, National  
Industries for the Blind*

**MR. KEVIN A. LYNCH**

*President and CEO, National Industries for the Blind*

Under Kevin Lynch's leadership as President and CEO, National Industries for the Blind (NIB) and its network of 90 associated nonprofit agencies nationwide have increased employment opportunities for people who are blind, generating 528 new jobs in FY 2010, and increased AbilityOne Program sales to a record \$660.8 million in FY 2010. Mr. Lynch has overseen expansion of SKILCRAFT® product development with more than 3,500 offerings, creation of new services such as Contract Management Support (CMS) contract closeout, growth of the Base Supply Center (BSC) program with 140 stores nationwide, and a long-term, integrated strategic planning effort.

Mr. Lynch has served in leadership roles at NIB since joining the organization in 1994. He was appointed to his current position by the NIB Board of Directors in August 2008.

Previously, as Senior Vice President of Marketing and Operations, Mr. Lynch oversaw the development of products and services for addition to the Federal Procurement List, in addition to contract administration, pricing support, marketing, military commissary and exchange programs, and commercial distribution partner relationships. Under Mr. Lynch's leadership, NIB developed several major channels of distribution, including e-commerce business and BSC retail operations in the United States and its territories.

Mr. Lynch's career at NIB and at some of its associated agencies spans more than 30 years. NIB and its associated agencies serve as the largest employer for people who are blind, employing more than 6,000 people who are blind.

Prior to joining NIB, Mr. Lynch was Executive Director of Georgia Industries for the Blind, where he managed three manufacturing plants that employed 165 people who are blind supporting more than \$10 million in government contracts. Before assuming this role, he was Director of Manufacturing for the Association for the Blind and Visually Impaired of Greater Rochester, where he negotiated and executed multi-million dollar contracts with the General Services Administration, Eastman Kodak, Xerox Corporation, and other commercial customers. He holds a Bachelor of Science in Education from the State University of New York-Oswego and a Masters of Business Administration from Syracuse University.



**MRS. TERESA MCKAY***Director, Defense Finance and Accounting Service (DFAS)*

Teresa (Terri) McKay is Director, Defense Finance and Accounting Service (DFAS). In this capacity, she oversees the day-to-day accounting and finance activities of the Department of Defense (DoD). DFAS employs about 13,000 DoD civilian and military personnel at 9 locations throughout the United States, Europe and the Pacific. Each year, the agency disburses over \$578 billion by processing 168.9 million pay transactions to 6.4 million military personnel, federal civilian employees, military retirees and annuitants; 11.4 million commercial invoices, and 8.1 million travel vouchers and settlements. Responsible for 1,129 active DoD appropriations, DFAS is the trust fund manager for \$31.9 billion in foreign military sales and \$487.9 billion in military retirement and health benefit funds. Each year, it maintains more than 255.5 million general ledger accounts containing billions of transactions and handles accounts for worldwide operations and multi-disciplined appropriations of DoD.

Mrs. McKay had served as the DFAS Principal Deputy Director from August 2006 until she assumed her new position on September 15, 2008. Prior to August 2006 she served as the Defense Department's Deputy Chief Financial Officer, the principal advisor to the Under Secretary of Defense (Comptroller)/Chief Financial Officer for accounting and finance matters. She was responsible for developing and implementing DoD-wide accounting, finance and general financial management policies. Mrs. McKay oversaw the compliance with financial management policies and promoted strong internal controls and facilitated improvements in financial management throughout the Department. One of her primary duties in this regard was the oversight of the planning and implementation of the department's Financial Improvement and Audit Readiness plan. She directed the preparation and submission of audited financial statements, the publication of the department's Performance and Accountability Report, and numerous other accounting and finance documents. Mrs. McKay served as a member of the United States Chief Financial Officers' Council and represented the Department on various other inter-agency groups and councils.

Mrs. McKay is a Certified Public Accountant, a Certified Government Financial Manager, a Certified Management Accountant and earned her bachelor's degree from Ferris State University in 1982. She earned her master's degree in business administration from Auburn University at Montgomery in 1992.

Mrs. McKay is a leader committed to improving financial management through improved business processes and incorporating the accounting, finance and internal control requirements for strong DoD end-to-end business processes.

**MRS. TERESA MCKAY***Director, Defense Finance and Accounting Service (DFAS)*



**MS. MAE E. DEVINCENTIS**  
*Vice Director, Defense Logistics  
Agency*

**MS. MAE E. DEVINCENTIS**  
*Vice Director, Defense Logistics Agency*

Mae E. DeVincentis became the Vice Director for the Defense Logistics Agency (DLA) in August 2010. DLA is the U.S. Department of Defense (DoD)'s combat logistics support agency, providing worldwide logistics support for the materiel and personnel readiness and sustainment of the military departments and the unified combatant commands under conditions of peace and war. It also provides logistics support to other DoD components and certain federal agencies, foreign governments, international organizations, and others as authorized. Ms. DeVincentis is the agency's second in command. She assists the Director in all aspects of leading the global DLA enterprise.

Before becoming Vice Director, Ms. DeVincentis was Director of Logistics Operations (J-3) since January 2010. She led all aspects of DLA's worldwide warfighter support mission, which provides most consumable spare and repair parts and virtually all clothing, food, medical supply and fuel items used by military forces worldwide, involving over \$40 billion in annual sales of logistics materiel and services.

She was previously Director, Information Operations (J-6) and Chief Information Officer (CIO) for DLA since April 2001. Ms. DeVincentis was responsible for all agency information technology (IT) activities across 11 sites involving a staff of over 3,000, including modernization of the agency's principal business systems, sustainment of contemporary business systems, program management for acquiring and implementing major automated information systems (MAIS), information assurance, and overall IT policy guidance and operational performance. She was also responsible for DoD-wide logistics information operations that include cataloging, electronic routing of logistics transactions, a logistics customer interaction center, logistics process guidance and DoD's document services.

Her prior assignment was as the Program Executive Officer (PEO) and Vice Director of Information Operations (IO). As the PEO, Ms. DeVincentis had management and oversight of DLA's MAIS programs and special interest programs. As Vice Director for IO, she also assisted the IO Director in overseeing all Agency IT functions. Before becoming the PEO in early 2000, Ms. DeVincentis served as Executive Director for Information Systems and Technology for the Defense Logistics Support Command (DLSC), a major DLA subordinate command. She provided a comprehensive IT systems strategy to facilitate DLSC's business objectives, including oversight of the Business Systems Modernization (BSM) program that became the core of DLA's transformation to meet the challenges of 21st century logistics support.

Prior to joining DLSC in 1998, Ms. DeVincentis held a variety of leadership positions in contracting, logistics and information technology at the then-Defense Supply Center Philadelphia (DSCP).

Ms. DeVincentis attended Temple University where she received both her Bachelor of Arts and Master's degrees in Business Administration. She is a member of the Senior Executive Service and the Defense Acquisition Corps, and has served on a variety of DoD and public/private sector councils. She has received numerous honors, including the Presidential Rank Award, Civilian Meritorious and Exceptional Service Awards, the DLA Exceptional Civilian Service Award, the DLA Meritorious Civilian Service Award, and the DLA Employee of the Year Award.

**MS. NANCY M. HEIMBAUGH***Director, DLA Acquisition*

Ms. Nancy M. Heimbaugh currently serves as Director of Acquisition Management (J-7), Defense Logistics Agency (DLA), Fort Belvoir, Virginia. In this capacity, she is responsible for the development, application, and oversight of DLA acquisition policy, plans, programs, functional systems and operations. She exercises broad managerial and executive responsibility to integrate Agency acquisition functions, services, policies and procedures into a highly reliable network of logistics support for DLA's customers. As the Component Acquisition Executive for DLA, she has overall acquisition management responsibilities for the Agency, including an annual Agency acquisition program exceeding \$38 billion.

Ms. Heimbaugh's past assignments include: Executive Director, Contracting and Acquisition Management, Defense Supply Center Philadelphia; Director, Field Contracting, Contracting Management Directorate, Naval Supply Systems Command; Director, Contract Policy Division, Contracting Management Directorate, Naval Supply Systems Command; Chief, Acquisition Policy, Acquisition Directorate, Defense Logistics Agency. Ms. Heimbaugh then served as Chief, Contracting Operations in the Acquisition Directorate at DLA, where she was responsible for overseeing procurement operations at all DLA field contracting activities in support of the DLA Senior Procurement Executive/Component Acquisition Executive. She also served as the DLA Competition Advocate. She became a member of the Senior Executive Service in June 2007.

Ms. Heimbaugh has a Bachelor of Science in Business Administration, Magna Cum Laude, from Strayer University, a Master's Degree in National Resource Strategy from the National Defense University, Industrial College of the Armed Services, and a certificate of completion from the Defense Acquisition University's Senior Acquisition Course.

In June 2007, she received the Meritorious Civilian Service Award. In 1999, she was selected into the Defense Leadership and Management Program, a program designed to provide a Department of Defense framework for developing future civilian leaders. In 1996, she received Vice President Gore's National Performance Review's Heroes of Reinvention Hammer Award for Electronic Commerce.

Throughout her career, she has worked on various joint acquisition programs and committees within the Department of Defense.

**MS. NANCY M. HEIMBAUGH***Director, DLA Acquisition*



**MR. JAMES M. BARNARD**  
*Deputy Director, DLA Acquisition*

**MR. JAMES M. BARNARD**  
*Deputy Director, DLA Acquisition*

James M. Barnard was appointed to the Senior Executive Service and assumed the position of Deputy Director for Acquisition at the Defense Logistics Agency (DLA) in July 2010. In this position, he serves as the Principal Adviser to the Agency's Director of Acquisition/Senior Procurement Executive (SPE) and manages the establishment and operations of procurement policy and oversight for the 5.2 million items managed by the DLA.

With nearly \$35 billion in annual sales, DLA buys, stores and distributes food, fuel, uniform apparel, pharmaceutical, medical and surgical products and equipment, and weapons system repair parts for the Military services and other customers worldwide.

Prior to joining DLA, Mr. Barnard served for over 26 years in the United States Navy, retiring as a Captain. During his career, he served in a number of key acquisition billets ranging from being a contracting officer facilitating major energy buys at the Defense Energy Support Center (DESC) and major ship acquisition programs at the Naval Sea Systems Command (NAVSEA), to leading the Navy's Field Contracting System at the Naval Supply Systems Command (NAVSUP) and the Contracting Directorate at NAVSEA. His career also saw him serve as the Supply Officer on four separate sea tours, culminating in his assignment as the Supply Officer and Officer-In-Charge of the USS Bridge.

Mr. Barnard holds a Master of Business Administration degree from Syracuse University and a Master of Science degree in Business Administration from the Naval Postgraduate School. He is also a graduate of The Executive Program at the Darden Graduate School of Business Administration at the University of Virginia.

## **RDML DAVID BAUCOM, USN**

*Commander, DLA Troop Support*

Defense Logistics Agency Director, Navy Vice Admiral Alan Thompson, announced the selection of Navy Rear Admiral David Baucom as the new Commander of DLA Troop Support, in Philadelphia.

Baucom currently serves as the Deputy Assistant Secretary of the Navy for Acquisition and Logistics Management, a position he entered in September 2009. He provides policy and oversight to all Navy and Marine Corps contracting and acquisition logistics efforts and serves as the Department of Navy's competition advocate and standardization executive.

As the DLA Troop Support Commander, Baucom will take the helm of an organization that annually buys more than \$14.5 billion worth of food, clothing, textiles, medicines, medical supplies, construction and equipment items for America's warfighters and other customers worldwide.

Prior to assuming his current position, Baucom served as Assistant Deputy Chief of Staff for Fleet Readiness and Training/Fleet Supply Officer at U.S. Fleet Forces Command. He had previously served as Commanding Officer, Fleet and Industrial Supply Center, Norfolk, VA.

A native of Blythewood, SC, Baucom graduated with a Bachelor of Science degree in industrial management from Auburn University, where he received his commission through the Naval ROTC program in 1981. He also fulfilled all requisites for a second Bachelor of Science degree in personnel management and industrial relations from Auburn. He earned a Master of Science degree in acquisition and contract management from the Naval Postgraduate School and a second Master of Science degree in national resource strategy from the Industrial College of the Armed Forces at the National Defense University.

He is a graduate of the executive program at the Darden Graduate School of Business Administration at the University of Virginia and a graduate of the executive program in logistics and technology at the Kenan-Flagler Business School at the University of North Carolina at Chapel Hill. He is a certified Level 3 acquisition professional in the contracting career field, a certified professional contracts manager in the National Contract Management Association and a graduate of the Senior Acquisition Course at the Defense Acquisition University. He is a Lean Six Sigma Executive Green Belt, a qualified naval aviation supply officer and a designated joint specialty officer.



**RDML DAVID BAUCOM, USN**

*Commander, DLA Troop  
Support*





**RDML VINCENT L. GRIFFITH,  
USN**

*Commander, DLA Aviation*

**RDML VINCENT L. GRIFFITH, USN**  
*Commander, DLA Aviation*

RDML Vincent L. Griffith commands DLA Aviation, a field activity of Defense Logistics Agency, Fort Belvoir, VA. He assumed his position in June 2009.

Based at Defense Supply Center Richmond, VA, DLA Aviation is the primary source of supply for more than 1.3 million repair parts and operating supply items that support 1,300 major weapon systems. More than 444,000 of the items are aviation parts, including spares for engines on fighters, bombers, cargo aircraft and helicopters; airframe and landing gear parts; flight safety equipment; and propeller systems.

Positioned alongside its military customers, DLA Aviation manages supply, storage and distribution sites at Robins Air Force Base, GA, Tinker Air Force Base, OK, Hill Air Force Base, Utah, Marine Corps Air Station Cherry Point, NC, Naval Air Station North Island, CA, and Naval Air Station Jacksonville, FL.

DLA Aviation also manages depot-level repairable procurement operations at Robins, Tinker and Hill Air Force Bases, Navy Inventory Control Point Philadelphia, and at Redstone Army Arsenal, AL.

The aviation supply chain supports warfighters directly with personnel based in Richmond, Philadelphia, and at 17 stateside sites. DLA Aviation also operates an industrial plant equipment repair facility at Navy Inventory Control Point, Mechanicsburg, PA.

RDML Griffith most recently served as force supply officer of Commander, Naval Air Forces, San Diego. Prior to that, he served as commanding officer of Fleet and Industrial Supply Center Jacksonville, FL. RDML Griffith's sea duty assignments included a tour aboard the USS Saratoga (CV 60) as the stock control, financial/budget officer and automated data processing officer. Aboard USS Stonewall Jackson (SSBN 634) and USS John C. Stennis (CVN 74), he served as the supply officer.

Ashore, RDML Griffith's tours include: Naval Supply Center, Charleston, SC; Naval Supply Systems Command, Washington, DC; Defense Logistics Agency, Alexandria, VA; Naval Inventory Control Point, Philadelphia; OPNAV N81 Staff, Washington, DC; Supply Officer, Naval Air Station Lemoore, CA.; and Deputy Force Supply Officer for Commander, Naval Air Forces, San Diego.

RDML Griffith graduated with a Bachelor's degree in Business Administration from Berry College in 1981. He was commissioned in 1982 through Officer Candidate School as an ensign in the Navy Supply Corps. He received a Master's degree in Business Administration from George Washington University, and completed Emory University's Goizueta Graduate School of Management's Advanced Executive Business Program and the Navy Corporate Business Course at University of Virginia, Darden School of Business.

RDML Griffith's personal awards include the Legion of Merit, Defense Meritorious Service Medal, two Meritorious Service Medals, five Navy Commendation Medals, Navy Achievement Medal, Expert Rifle and Pistol Medal. He has also earned warfare qualifications as a Submarine Supply Corps Officer, Surface Warfare Supply Corps Officer and Aviation Supply Officer. He is also a member of the Navy Acquisition Professional community.

**RDML KURT KUNKEL, SC, USN**  
*Commander, DLA Energy*

RDML Kurt Kunkel, a native of Warner Robins, GA, graduated from the U.S. Naval Academy, Annapolis, MD, in 1982, receiving a Bachelor of Science degree (with merit) in Oceanography. He earned a Master of Science degree in Financial Management from the U.S. Naval Postgraduate School, Monterey, CA, in 1992. He is a graduate of the U.S. Naval War College, Newport, RI, the Joint Forces Staff College, Norfolk, VA, and completed Columbia University's Graduate School of Business Senior Executive Program.

Kunkel is the Commander of the Defense Logistics Agency Energy, a field activity of the Defense Logistics Agency, at Fort Belvoir, VA. As Commander, he is responsible for providing the Department of Defense and other government agencies with comprehensive energy solutions and ensuring continuous energy support to America's warfighters worldwide. He previously served as the Chief of Staff, Defense Logistics Agency, Ft. Belvoir, VA. Prior to that assignment, he served as the Chief, Strategy Division, Deputy Director for Operational Logistics, Director of Logistics (J4) on the Joint Staff and Deputy for Supply, Ordnance & Logistics Operations (N41) in the Office of the Chief of Naval Operations.

Sea duty assignments include: supply officer, Fighter Squadron 102 embarked in USS America (CV 66); supply officer, USS McCandless (FF 1084); principal assistant for Services and assistant supply officer, USS George Washington (CVN 73); and supply officer, USS Harry S. Truman (CVN 75).

Ashore assignments include: Integrated Logistics Support, F-14 Assistant Program Manager for Logistics, Naval Air Systems Command, Washington, DC; Industrial Support Branch Section Head and Executive Assistant to the Commanding Officer, Naval Aviation Supply Office, Philadelphia, PA; staff positions at the Fleet and Industrial Supply Center (FISC), Norfolk, VA, including Acting Officer in charge, FISC Norfolk Detachment Washington, DC; Regionalization and Supply Programs/Policy Branch Head, Director Fleet Supply/Ordnance (N41), U.S. Fleet Forces Command, Norfolk, VA; and Assistant Chief of Staff for Logistics and Engineering (N4), Commander, U.S. Naval Forces Central Command/U.S. 5th Fleet, Manama, Bahrain.

His military decorations include the Defense Superior Service Medal, Legion of Merit (2 awards), Meritorious Service Medal (3 awards), Navy and Marine Corps Commendation Medal (4 awards), and Navy and Marine Corps Achievement Medal. He is a qualified Naval Aviation Supply Officer, Surface Warfare Supply Corps Officer and Joint Qualified Officer and is a member of the Department of the Navy Acquisition Corps.

**RDML KURT KUNKEL, SC, USN**  
*Commander, DLA Energy*



**BG DARRELL K. WILLIAMS, USA**  
*Commander, DLA Land & Maritime*

**BG DARRELL K. WILLIAMS, USA**  
*Commander, DLA Land & Maritime*

BG Darrell K. Williams, USA, assumed Command of Defense Logistics Agency Land and Maritime, located in Columbus, Ohio, on Sept. 24, 2010. As DLA Land and Maritime's Commander, General Williams oversees the end-to-end integration of DLA's Land and Maritime Supply Chains delivering repair parts to all Military Services. He directs the efforts of more than 3,000 associates at 54 locations worldwide, to include 10 detached Defense Logistics Agency Depot Level Reparable and Supply Storage and Distribution units supporting supply requirements at Army Depots, Naval Shipyards, and Marine Corps Logistics Centers. These personnel perform the functions of purchasing materiel, monitoring inventory levels, maintaining technical data, and assuring quality conformance of more than 2 million spare and repair parts used by more than 24,000 military units and civilian federal agencies. In 2009, DLA Land and Maritime sales exceeded \$5 billion.

General Williams comes to Land and Maritime from an assignment at Headquarters, United States Pacific Command, Camp H.M. Smith, Hawaii, where he served as Director for Logistics, Engineering and Security Assistance. He has also served as the executive officer for Army logistics and was deployed to Iraq from 2007 to 2009.

A native of West Palm Beach, FL, he earned a Bachelor of Arts in Psychology degree from Hampton Institute, Hampton, VA, in 1983, and was commissioned a Second Lieutenant in Army Quartermaster Corps. He is also a graduate of the Command and General Staff College, School of Advanced Military Studies and a distinguished graduate of the National War College, where he earned Master's Degrees in both military arts and sciences and national security strategy. He also holds a Master of Science in business management from Penn State.

Upon completion of the Quartermaster Officer Basic Course in October 1983, he was assigned to the 2d Supply and Transportation Battalion, 2d Infantry Division, Korea. He served first as a Main Supply Platoon Leader and later as Officer in Charge of the battalion's Forward Supply Detachment supporting United States forces along the Demilitarized Zone. As his career progressed, General Williams also served in Germany, Kosovo and Kuwait.

His awards and decorations include the Legion of Merit (1 OLC), Bronze Star Medal (1 OLC), Defense Meritorious Service Medal, Meritorious Service Medal (2 OLC), Army Commendation Medal (5 OLC), Army Achievement Medal (1 OLC), Combat Action Badge, Parachutist and Parachute Rigger badges.

**RDML THOMAS C. TRAAEN, SC, USN**  
*Commander, DLA Distribution*

RDML Thomas C. Traaen assumed command of DLA Distribution on June 25, 2010.

Traaen is a native of Gig Harbor, WA. He earned his commission through the Navy ROTC program graduating from the University of Washington in 1982. He holds a Masters Degree in Business Administration from the University of Georgia and obtained an Executive Master of Business Administration from Duke.

His sea duty assignments include duty as supply officer, USS Lewis & Clark (SSBN 644) Blue crew home-ported in Charleston, SC; stock control officer, USS Simon Lake (AS 33) forward deployed to Holy Loch, Scotland and supply officer USS Tarawa (LHA 1) where he led logistics efforts during Operation Determined Response and the recovery efforts of the USS Cole (DDG 67). He is qualified as both a Submarine Warfare and Aviation Supply Corps Officer.

Shore assignments include duty as the trident outfitting officer, priority requirements officer and database management officer, Polaris Material Office, U.S. Atlantic Fleet, Charleston, SC; Flag aide and P-3 weapon systems manager, Naval Aviation Supply Office, Philadelphia, PA; Business and financial manager for the Tomahawk Cruise Missile Program, Command and Control Project Office PMA-281, Commander, Naval Air Systems Command, Arlington, VA; Head Shore Detailer and Director Detailing Division, Office of Supply Corps Personnel, Arlington, VA; Executive Officer, Fleet and Industrial Supply Center, Yokosuka, Japan; Director Fleet Supply, Commander U.S. Pacific Fleet, Pearl Harbor, Hawaii; and Deputy Commander for Fleet Logistics Operations, Naval Supply Systems Command, Mechanicsburg, PA.

His flag officer assignments include assignment as Chief of Staff, Logistics, Fleet Supply and Ordnance, Commander United States Pacific Fleet Pearl Harbor, Hawaii and Vice Director for Logistics The Joint Staff where he served as the Joint Staff liaison officer to USAID during Operation Unified Response.

His decorations include the Defense Superior Service Medal, Legion of Merit (three awards), Meritorious Service Medal (five awards), Navy and Marine Corps Commendation Medal (four awards), Navy and Marine Corps Achievement Medal (two awards), and various unit awards. He was the recipient of the 2005 Vice Admiral Stanley R. Arthur Award for Military Logistician of the Year.



**RDML THOMAS C. TRAAEN, SC, USN**  
*Commander, DLA Distribution*





**MS. TWILA C. GONZALES**  
*Director, DLA Disposition  
Services*

**MS. TWILA C. GONZALES**

*Director, DLA Disposition Services*

Twila C. Gonzales became Director of DLA Disposition Services in March 2008. As Director, she leads approximately 1,800 military and civilian personnel of the Defense Logistics Agency global community who serve in 41 states and 16 foreign countries and operate in Afghanistan, Iraq and Kuwait in direct support of combat forces. She has responsibility for disposition of material no longer needed for national defense, compliance with associated legislative and regulatory requirements, and provides stewardship while protecting the public from dangerous defense items through property reuse, hazardous property disposal, demilitarization, precious metals recovery, and recycling program support. Previously, Gonzales served as Deputy Commander of DLA Distribution, from March 2007 through March 2008.

Inducted into the Senior Executive Service in 2006, Gonzales served as DLA Distribution's Director of Distribution re-engineering, overseeing the transitions required across the activity's distribution network as a result of the 2005 Base Realignment and Closure (BRAC) Act.

Gonzales led the activity's Commercial Activities Program Office from 1998 until 2005, where she managed the A-76 process throughout the distribution centers. Gonzales also served on the team that established the Defense Distribution Center in 1997 through the consolidation of Defense Distribution Regions East and West. At the time, Gonzales was a division chief within the Office of the Comptroller at Defense Distribution Region West.

With nearly 30 years experience in the federal government, Gonzales began her career as a summer intern and has worked in numerous positions in the planning and resource management fields. Gonzales holds a master's degree in human resource and organization management and a bachelor's degree in social science and education.

Her awards include the Department of Defense Distinguished Civilian Service Award, DLA Meritorious Civilian Service Award and DLA Superior Civilian Service Award.

**MR. BRAD BUNN***Director, DLA Human Resources*

Brad Bunn, a member of the Senior Executive Service since November 2003, assumed the position of Human Resources Director, Defense Logistics Agency in October 2009. DLA Human Resources is dedicated to enabling the Agency's workforce to capitalize on their skills, experience and potential by leverage its diverse backgrounds and abilities to effectively support warfighter and the Department of Defense. As Director of HR, Bunn leads a team of professionals providing the full range of personnel services and support to approximately 26,000 civilian and military employees within DLA. In addition, DLA HR provides personnel-servicing support to more than 19,000 civilian employees in 10 Defense agencies worldwide.

Prior to his appointment to DLA, Bunn was the program executive officer for the National Personnel Security System and was responsible for leading the policy and program office in the design, development and implementation of NSPS throughout the department.

Previously, Bunn was assigned to concurrent roles as NSPS deputy PEO and as Director of the Defense Civilian Personnel Management Service from June 2005 to May 2008. As Director of CPMS, he supported the Under Secretary of Defense for Personnel and Readiness and the Deputy Under Secretary of Defense for Civilian Personnel Policy in planning. In this capacity, he formulated and managed DoD civilian personnel programs, including policy support, enterprise human resources information systems, and Department-wide civilian personnel administration services for the military services and Defense agencies. Bunn has more than 18 years of experience as a human resources professional in DoD.

Bunn has received the Distinguished Public Service Award from the Department of the Navy, the CPMS Exceptional Civilian Service Award and the Department of Navy Meritorious Civilian Service Award.

He holds a bachelors degree in political science from the College of William and Mary in Williamsburg, Virginia.

**MR. BRAD BUNN***Director, DLA Human Resources*



**BG LYNN A. COLLYAR, USA**  
*Director, Logistics Operations,  
Defense Logistics Agency (J-3)*

**BG LYNN A. COLLYAR, USA**

*Director, Logistics Operations, Defense Logistics Agency (J-3)*

Army BG Lynn A. Collyar is Director of Logistics Operations at the Defense Logistics Agency. Prior to assuming his current position, BG Collyar served as the 35th Chief of Ordnance for the U.S. Army. He was promoted to his present rank on July 10, 2007. A native of Huntsville, AL, he was commissioned a second lieutenant in the Ordnance Corps upon graduation from the U.S. Military Academy, West Point, NY, in 1979.

BG Collyar is a graduate of the Ordnance Officer Basic and Advanced Courses, the Command and General Staff College, and the Industrial College of the Armed Forces. He also holds a Master's degree in National Resource Strategy from the National Defense University in Washington. He was initially assigned to the 619th Ordnance Company, 72nd Ordnance Battalion, and 59th Ordnance Brigade at Kriegsfeld, Germany. His positions included platoon leader, shop and tech supply officer, operations officer and executive officer. In 1983, BG Collyar was assigned as intelligence and operations officer with the 68th Transportation Battalion, 4th Infantry Division (Mechanized), followed by command of the 50th Ordnance Company (Self Propelled Ammo), Fort Carson, CO.

In October 1986, BG Collyar returned to Europe to serve as division ammunition officer, the Division Support Command Support Operations Officer and Assistant Division Materiel Management Officer with the 8th Infantry Division (Mechanized) in Bad Kreuznach, Germany. After completing the Command and General Staff College at Fort Leavenworth, KS, he was assigned to the Office of Resource Management for the Deputy Chief of Staff for Logistics, the Pentagon.

In June 1991, BG Collyar joined the 25th Infantry Division (Light), Schofield Barracks, Hawaii, where he served as executive officer of the 725th Maintenance Support Battalion, followed by a stint as a Division Plans and Operations Officer and Deputy Chief of Staff for Logistics. During the Division's deployment to Operation Restore Democracy in Haiti, he served as the Deputy Logistics Officer, Joint Task Force 180.

BG Collyar then moved to Fort Bragg, NC, in July 1996, where he served as Executive Officer/Deputy Commander of the 82nd Airborne Division Support Command. He then took command of the 189th Corps Support Battalion, 1st Corps Support Command, and XVIII Airborne Corps at Fort Bragg. While in command, the battalion deployed to Central America, where he served as Joint Logistics Task Force Commander, Nicaragua, for Operation Strong Support.

In July 1999, he returned to the Resource Management Office of the Army Deputy Chief of Staff for Logistics at the Pentagon. After a year at the Industrial College of the Armed Forces at the National Defense University, he returned to the Pentagon in June 2001 as Chief, Initiatives Group, Army G8. Returning to Germany, BG Collyar commanded the 29th Support Group, 21st Theater Support Command. While in command, elements of the unit deployed to various locations throughout the European and Central Command areas of operation in support of Operation Iraqi Freedom.

In June 2004, BG Collyar was Chief, Focused Logistics Division, Force Development, Headquarters Department of the Army G8, followed by his previous command at the Defense Distribution Center. His personal awards include the Distinguished Service Medal, Legion of Merit with two oak leaf clusters, the Defense Meritorious Service Medal, the Army Meritorious Service Medal with silver oak leaf cluster, and the Army Parachutist Badge.

**MR. EDWARD J. CASE***Acting Director, DLA Information Operations*

Mr. Edward J. Case (Ted) was second generation Navy Supply Corps being born at Naval Hospital, Newport, Rhode Island, but grew up in Mechanicsburg, Pennsylvania, where he graduated from Trinity High School. He received two Bachelor's degrees in Political Science and Economics from King's College, Wilkes-Barre, Pennsylvania. Mr. Case received his Masters of Science degree in Computer Systems Management in 1986 from the Naval Postgraduate School, Monterey, California, also receiving the RADM Grace Murray Hopper Award for Excellence in Academics and Leadership in Computer Technology. Mr. Case retired from the Navy on October 1, 2001.

Mr. Case has been assigned to the Defense Logistics Agency (DLA) since June 29, 1992. Since his arrival, he has served as the Deputy Division Chief, Systems Integration Division; Division Chief, Information Resources Management Division; Deputy Staff Director, Information Services Office; the Program Team Leader for Major Information Technology (IT) Programs; Program Manager of the DoD Standard Procurement System and the Director of the Defense Procurement CIM Systems Center; DLA Deputy Chief Information Officer; Co-Director of the DoD Paperless Contracting Integrated Product Team; Deputy Director, DLA eBusiness; and Associate Director of Operations, Information Operations. Mr. Case was inducted into the Senior Executive Service in 2002 and became the DLA Deputy Director and Chief Technical Officer, Information Operations. He was the recipient of the 2008 Presidential Rank award. Currently, Mr. Case serves as the DLA Acting Director and Chief Information Officer, Information Operations.

Mr. Case has acquired extensive ADP management experience through a wide variety of shore-based IT assignments. His expertise includes ADP acquisition management, ADP systems integration, networking design and implementation, Central Design Activity management, global ADP operations management, MAISRC level project management, ADP system life cycle management, Information Assurance management, and both corporate and project level IT financial management.

**MR. EDWARD J. CASE***Acting Director, DLA  
Information Operations*





**MR. TONY POLEO**  
*Chief Financial Officer, Defense  
Logistics Agency*

**MR. TONY POLEO**

*Chief Financial Officer, Defense Logistics Agency*

Tony Poleo was selected to be the Chief Financial Officer, Defense Logistics Agency, Jan. 4, 2007.

DLA, with headquarters at Fort Belvoir, VA, is responsible for providing the Army, Navy, Air Force, Marine Corps and other federal agencies with a variety of logistics, acquisition and technical services in peace and war. These services include logistics information, materiel management, procurement, warehousing and distribution of spare parts, food, clothing, medical supplies and fuel, reutilization of surplus military materiel, and document automation and production. This worldwide mission is performed by approximately 27,000 civilian and military personnel with an annual budget of approximately \$42 billion.

Mr. Poleo began his DLA career as an undergraduate cooperative education student in 1981 and returned full-time to the DLA Directorate of Financial Operations upon graduation in 1984. From 1984 to 2001, he held various and progressively more responsible positions in the DLA Financial Operations Directorate. Also during this period, he interned as the Defense Legislative Aide to Sen. J. Bennett Johnston. In 2001, Mr. Poleo was selected as a member of the Senior Executive Service.

Mr. Poleo received his B.S. in Business (Finance) degree from Virginia Tech in 1984. In 1989, he earned a Master's Degree in Public Financial Management from American University. He holds Defense Financial Management and Government Financial Management certifications. Mr. Poleo has also completed the Program for Senior Executive Fellows at Harvard University, The Leadership for a Democratic Society program at the Federal Executive Institute, and the Navy Executive Business Course at the University of North Carolina.

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The company generated net revenues of U.S. \$21.6 billion for the fiscal year ended August 31, 2010. Its home page is [www.accenture.com](http://www.accenture.com).

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# DEFENSE LOGISTICS AGENCY

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**DLA Land and Maritime**



## Submitting ALTERNATE OFFERS

John Blaine, Analyst  
Alternate Offer Monitor  
Competition Advocate Office  
DLA Land and Maritime



# Agenda

- **What is an “Alternate Offer”**
- **When can an Alternate Offer be made**
- **“AO/SAR” Regulations / Guidance**
- **AO/SAR Tech Data Packages**
- **“Automated” Solicitations**
- **Where can I get more information**
- **Open Discussion**

# Alternate Offer

## **What is an “Alternate Offer”?**

An alternate offer is a Contractor’s technical data package with approved drawings, price proposal, etc that is submitted on NSNs that are CAGE code and Part Number buys. It is a package submitted for purposes of evaluation to secure your company as an “approved source”.

# Alternate Offer

## **When can an Alternate Offer be made?**

Alternate Offer / Source Approval Request (AO/SAR) can be made during a normal DIBBS bidding session, but you must bid as an Alternate Bid with Exception.

Depending upon the type of procurement, you may be able to quote for the immediate procurement, except in the case of an “automated” solicitation.

Automated solicitations have either the letter “T” or “U” in the 9<sup>th</sup> position of the Solicitation Number, such as:

*“SPM7L0-10-T-xxxx” & “SPM7M0-10-U-xxxx”*

And anytime for UNSOLICITED Proposals.

# Alternate Offer

## **AO / SAR Regulations & Guidance:**

FAR 15.6 “Unsolicited Proposals”

DLAD 52.217.9002 “Conditions for Evaluations and Acceptance of Offers for Part Number Items”

DAG 17.75 “Acquisition of Replenishment Parts”

DAG subpart 17.7501 -1 “Exact Product”

DAG subpart 17.7501 - 2 “Alternate Offers Policy”

DAG subpart 17.7501 - 3 “Alternate Offers Pre-Award Evaluation”

DAG subpart 17.7501 - 4 “Alternate Offers Post Award Review”

DAG subpart 17.7501 - 991 “Tracking System for Alternate Offers”



# Alternate Offer

## **AO/SAR Technical Data Packages, as prescribed in the DLAD 52.217.9002**

- Offerors must furnish legible & complete copies of all drawings with appropriate signatures, technical specifications & other data necessary to clearly describe characteristics and features of the product being offered.
- Data submitted must cover design, material, performance, function, interchangeability, inspection &/or testing criteria and other characteristics of the offered product.
- The offeror must furnish signed drawings & other data covering the design, materials, etc. of the Exact Product cited in the Acquisition Identification Description (AID), when the data is not locally available to the procurement activity. This enables the evaluator to determine if the Offerors' product is equal to the product cited in the AID.

# Alternate Offer

## “Automated” Solicitations

- Automated solicitations have either the letter “T” or “U” in the 9<sup>th</sup> position of the solicitation number, such as:  
“SPM7L0-10-T-xxxx” & “SPM7M0-10-U-xxxx”.
- If bidding on an automated solicitation, you must provide the “exact product”. This means the approved source manufacturer’s CAGE code and Exact part number, manufactured by or under contractual relationship with the approved source manufacturer, with evidence in order to qualify as a “Bid without Exception”. Any other product will be a “Bid with Exception” and be a AO/SAR.
- Note – AO/SARs will NOT be considered for the instant procurement under an automated solicitation. They will only be considered for FUTURE procurement requirements.

# Alternate Offer

## **Processing AO/SARs – Fact # 1:**

**When bidding an alternate product submit your technical data, approved drawings & price proposals off-line to:**

**DLA Land & Maritime**

**Directorate of Business Process Support  
Monitor (BPP)**

**Alternate Offer**

**P.O. Box 3990**

**Columbus, OH 43218-3990**

**(NOTE: for UPS or FEDEX - ZIP is 43213)**

**Or electronically submit to: [DSCC AO-SAR@dla.mil](mailto:DSCC AO-SAR@dla.mil)**

**(Do Not send product samples with your Tech Data Package.)**

# Alternate Offer

## Processing AO/SARs – Fact # 2:

- The *Cost Savings Threshold* is the total dollars saved by the Government, comparing the net differential of the proposed product unit price less the historical price DLA paid for the item, times the historical annual demand quantity of the item.
- Cost Savings Thresholds for AO/SAR processing:
  - \$200 if local DLA Land & Maritime only (Non-Critical NSNs)
  - \$1,500 minimum per Engineering Support Activity (ESA)
  - \$1,700-6,200 minimum amount of cost savings, if the package must be forwarded to an ESA (s) for further evaluation.



# Alternate Offer

## **Processing AO/SARs – Fact # 3:**

**You must provide your CAGE code, the NSN & your Proposed Unit Price with any Quantity Price Breaks, your Technical Data Package - as well as the OEM (approved source) Technical Data Package\*.**

**\* Option - if you can not get the OEM's technical data & drawings – you can arrange with DLA Land & Maritime Value Engineering to supply Reverse Engineering Test results, photographs and performance data. (Do not waste money buying OEM products on EBAY for 'reverse engineering', without discussions with our engineers first.)**

# Alternate Offer

Where can I get more information?

DIBBS Info – <https://www.dibbs.bsm.dla.mil>

Bid Set Info – <https://pcf1.bsm.dla.mil/cfolders>

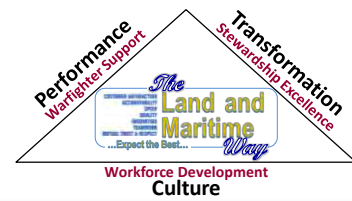
AO/SARs – dsc [ao-sar@dlamail](mailto:ao-sar@dlamail) (submitting)

AO/SARs – [john.blaine@dlamail](mailto:john.blaine@dlamail)

Technical Info – Product Specialist via the Contracting Officer or the Alternate Offer Monitor

DLA L&M Small Business Office – 1-800-262-3272

Ohio PTAC Network – 1-800-848-1300



# Accessing Technical Data

# cFolders

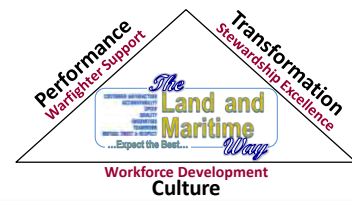
**Ken Adkins**

**Logistics Support Branch**

**JUNE 2011**



# cFOLDERS



- **WHAT IS cFOLDERS?**
- **ACCESS TO SOLICITATION TECHNICAL DATA**
- **PASSWORD PROCESS**
- **POINTS OF CONTACT**





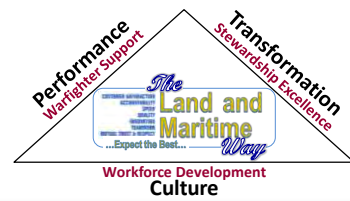
# WHAT IS cFOLDERS?



- **Background**
  - **3<sup>rd</sup> Application Within PDMI**
  - **Most DLA Solicitations**
- **Vendor Access To Technical Data**
  - **View It or Download It**



# ACCESS TO SOLICITATION TECHNICAL DATA



- **ACCESS VIA DIBBS OR DIRECT**
  - **Via Solicitation Tech Doc Icon in DIBBS: <https://dibbs.bsm.dla.mil>**
  - **Direct Log In to cFolders: <https://pcf1.bsm.dla.mil/cfolders/>**
  - **Link to cFolders from DIBBS Home Page**

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  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)
- [Contact Us](#)

## Solicitations

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#) 
  - [Submitted Quote Searching](#) 
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

## References

- [Global Search](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)
- [Master Solicitation Documents](#) 
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Automated Best Value System \(ABVS\)](#) 
- [Supplier Requirements Visibility Application \(SRVA\)](#) 

## Notices

- [New CRITERIA FOR SELECTING DLA LAND AND MARITIME 2010 RECOGNITION FOR EXCELLENCE AWARDS](#)
- [New Addendum 1 to Strategic Instrumentation - Request For Information \(RFI\)](#)
- [FREE SDVOSB DLA Internet Bid Board System \(DIBBS\) Working Group webinar](#)
- [Strategic Instrumentation - Request For Information \(RFI\)](#)
- [DLA Aviation Strategic Instrumentation Industry Day - Richmond, VA - 9 March 2011](#)
- [2011 DLA Enterprise Supplier Conference and Exhibition](#)
- [DLA Aviation Supplier Letter](#)
- [Material Cost Reduction - DLA Land and Maritime](#)
- [IMPORTANT INFORMATION REGARDING RFID \(RADIO FREQUENCY IDENTIFICATION\) COMPLIANCE](#)
- [Medical Supplies for Overseas Shipment](#)
- [Contract Data Requirements List \(CDRL\) Website](#)

## Vendor Registration

- [Vendor Registration](#)
- [Registration Guidelines](#)

## Awards

- [Awards](#)
- [Other DLA Awards](#) 
- [Subsistence Blanket Purchase Agreements \(BPAs\)](#) 

## Technical Data

- [DLA Collaboration Folders \(cFolders\)](#) 
- [DLA Packaging](#) 
- [DoD Specifications and Standards](#) 
- [Military Engineering Data Asset Locator System](#) 



03/09/2011 02:24:22 PM

03/08/2011 10:14:02 AM

02/23/2011 01:50:12 PM

02/22/2011 10:04:20 AM

02/14/2011 12:05:51 PM

02/08/2011 02:05:29 PM

02/07/2011 12:54:24 PM

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10/01/2009 11:29:37 AM

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[86] 03/27/2009 09:05:02 AM

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<input type="button" value="Reset"/> <input type="button" value="Submit &gt;&gt;"/>
<b>Scope. Show RFQs only for:</b> All
<b>Sorted by:</b> NSN
<b>Then By Sorted by:</b> 
<b>Show Only:</b> <input type="checkbox"/> Items with Bid Sets <input type="checkbox"/> Fast Award Candidates

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Search RFQ text for any word(s) or phrase(s).

RFQ Text Search
Enter your query:
<input type="text"/>
Modified: at any time.
<input type="button" value="Clear"/> <input type="button" value="Execute"/>

Additional Text Search Help ?

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Combination Text, Phrase:

Enter: "HUBZONE" OR "Service Disabled Veteran Owned Small Business"  
Results yield documents containing the word HUBZONE, phrase "Service Disabled Veteran Owned Small Business"

Enter: RESISTOR\* AND "WIRE WOUND"  
Results yield documents containing the word RESISTOR, phrase "WIRE WOUND"



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[86] 03/27/2009 09:07:57 AM

**All RFQs for Solicitation # Like SPM4A709T3611 sorted by NSN.**

Record 1 thru 1 of 1 Records.

Page: 1

*Click on the Solicitation # to view the RFQ & NSN/Part No. to view additional info.*

#	NSN/Part No. Nomenclature	Technical Documents	Solicitation #	Auction Status	PR # PR QTY	Issue	Return By
1	<a href="#">1560-00-556-1406</a> SUPPORT, LANDINGGEA	 <a href="#">Tech Docs</a>	<a href="#">SPM4A7-09-T-3611</a>  <a href="#">Quote</a>		0021831661 QTY: 16	3/26/2009	04/09/2009

Page: 1

Search?

Search categories:  
Solicitation Number (6)

Search Value(s):  
SPM4A709T3611

Reset Submit >>

Scope. Show RFQs only for: All Sorted by: NSN and then

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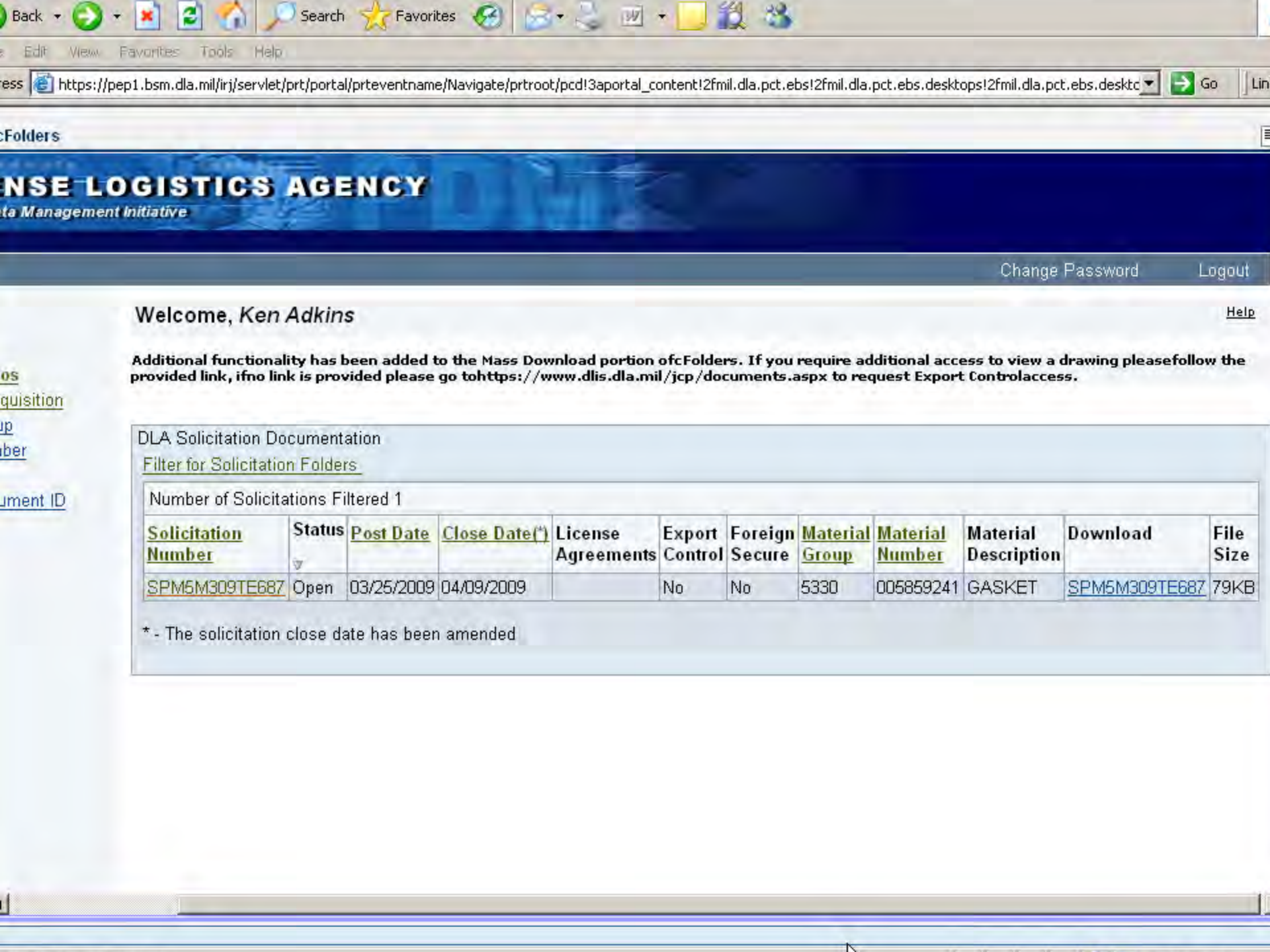
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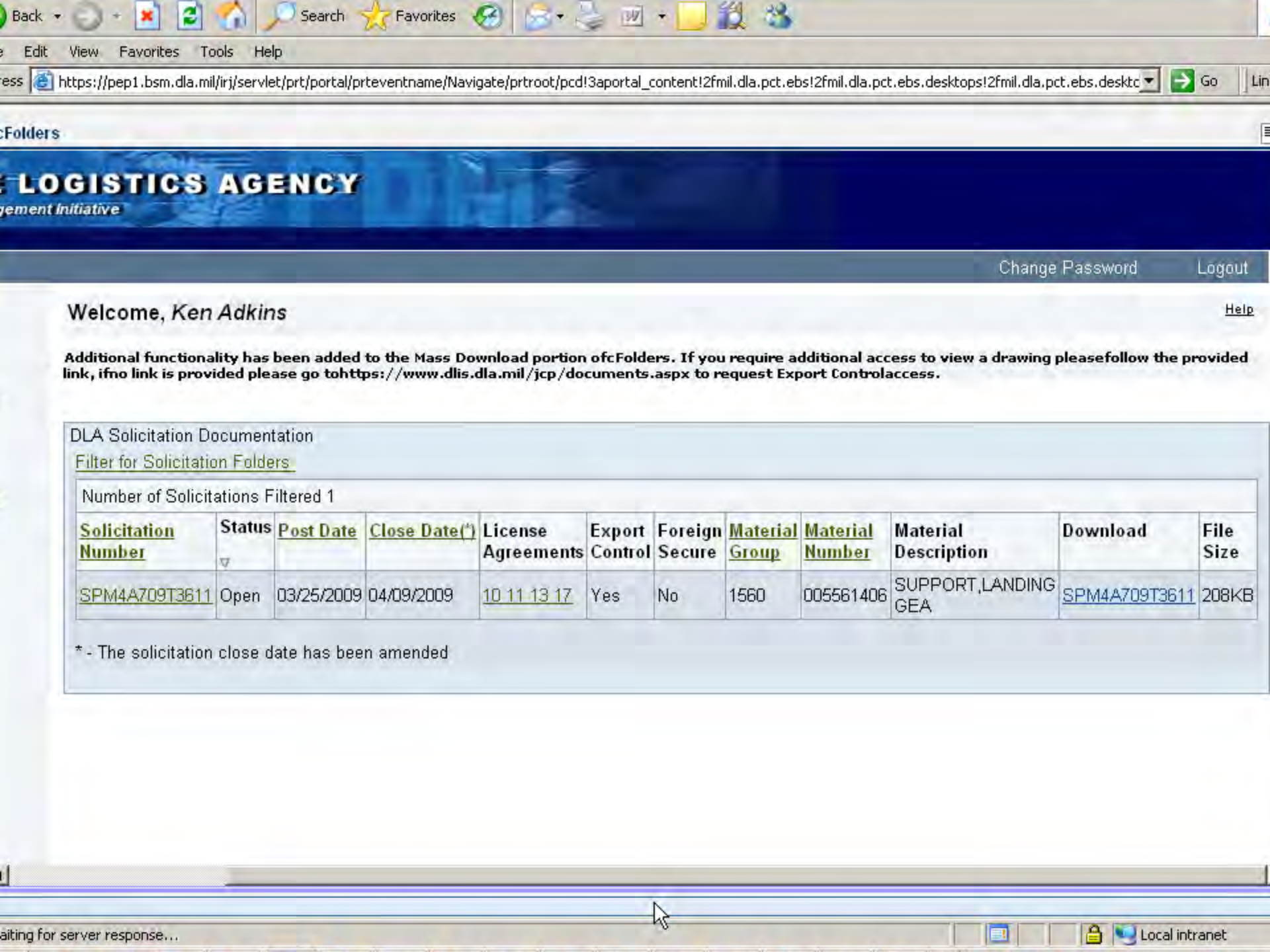
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<a href="#">SPM5M309TE687</a>	Open	03/25/2009	04/09/2009		No	No	5330	005859241	GASKET	<a href="#">SPM5M309TE687</a>	79KB

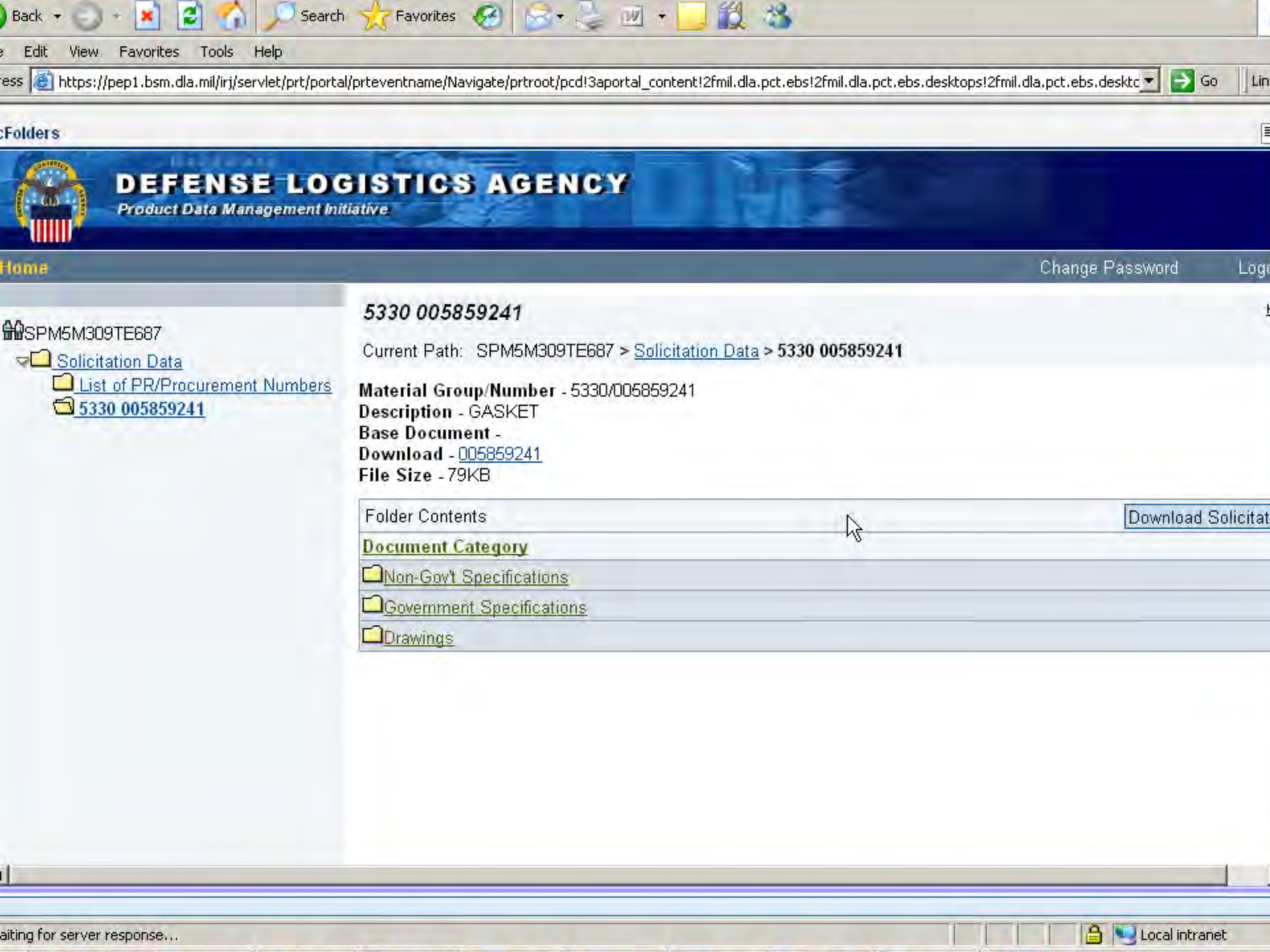
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<a href="#">SPM4A709T3611</a>	Open	03/25/2009	04/09/2009	<a href="#">10 11 13 17</a>	Yes	No	1560	005561406	SUPPORT, LANDING GEA	<a href="#">SPM4A709T3611</a>	208KB
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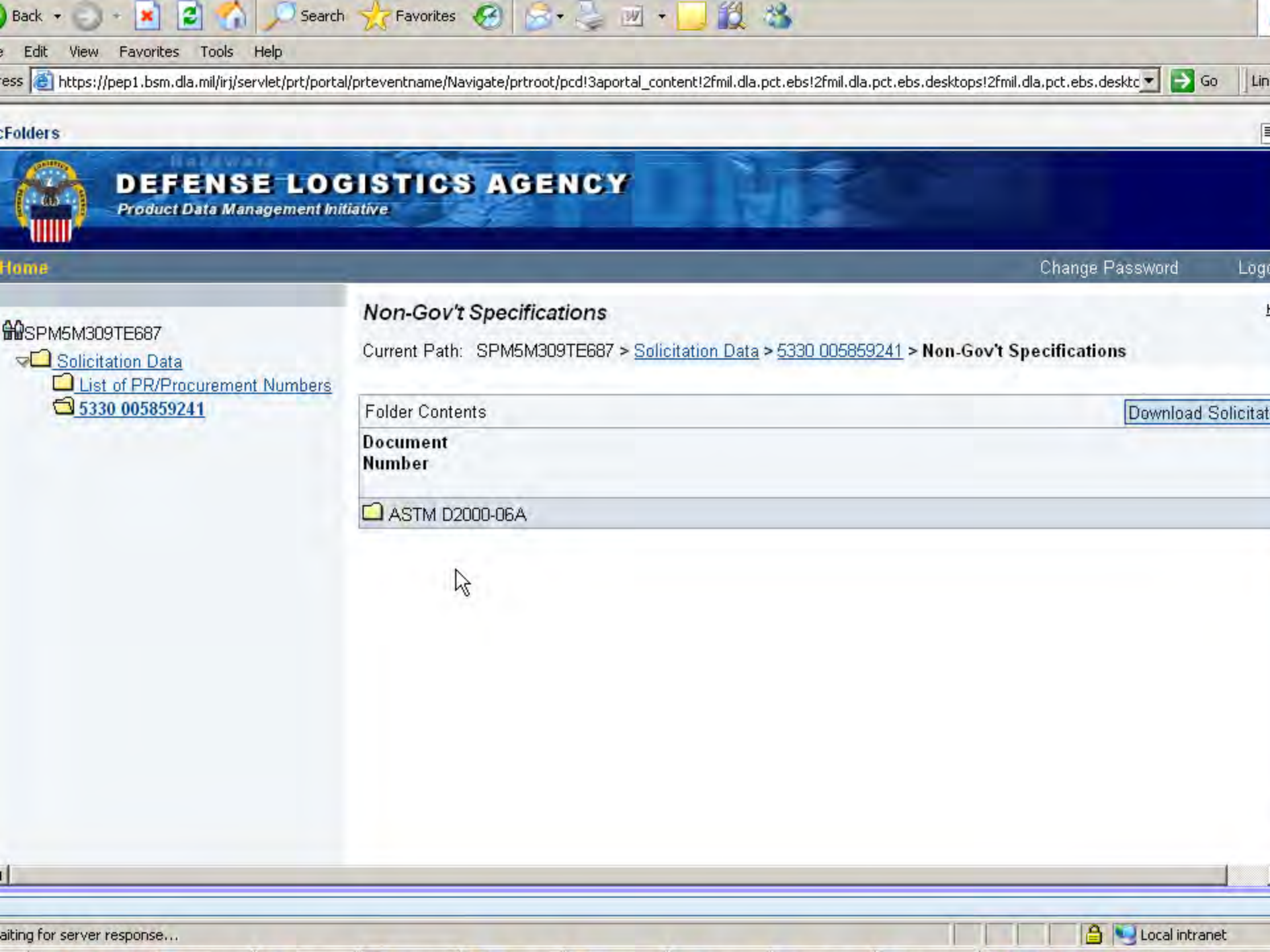
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5330 005859241

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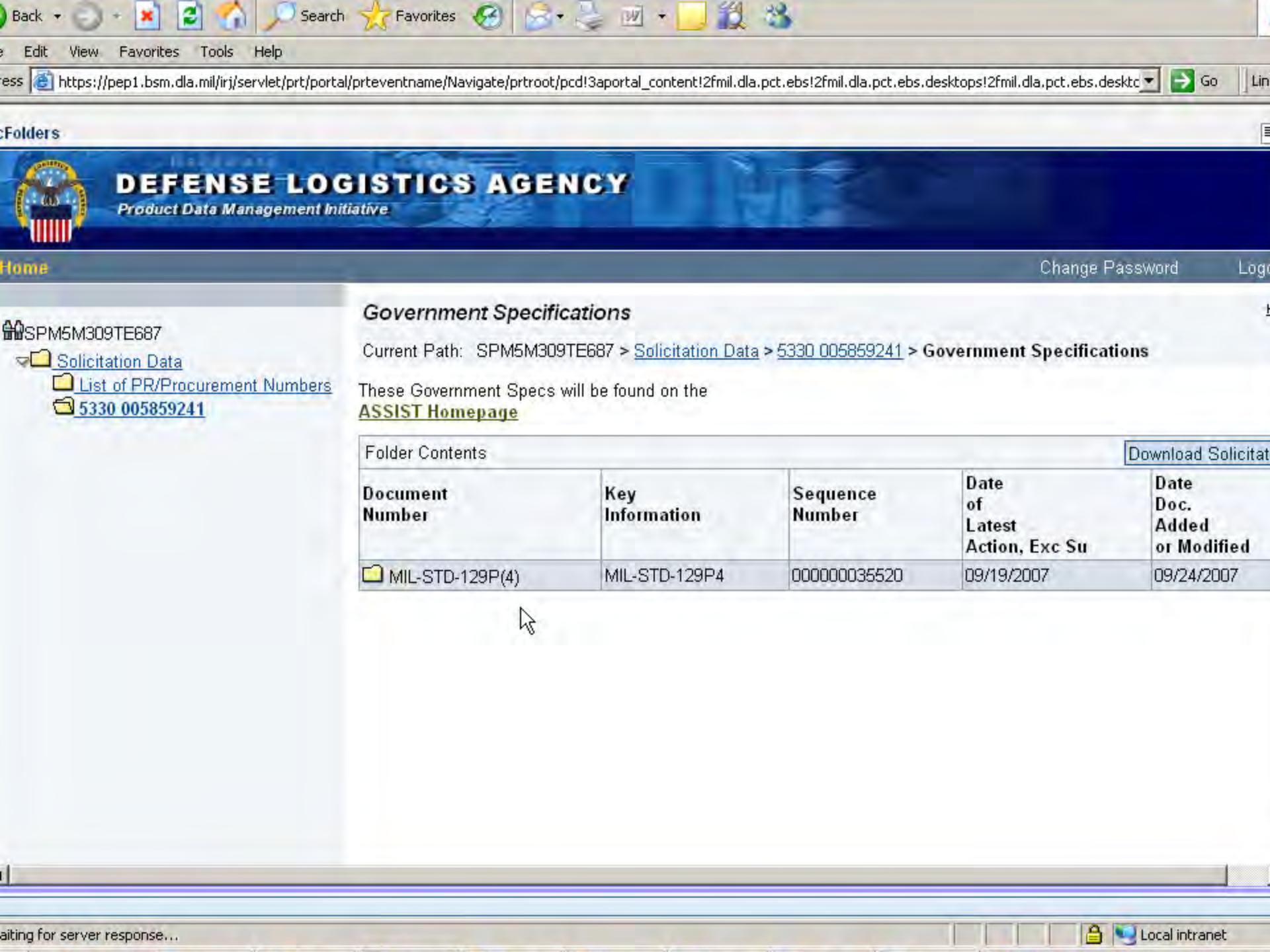
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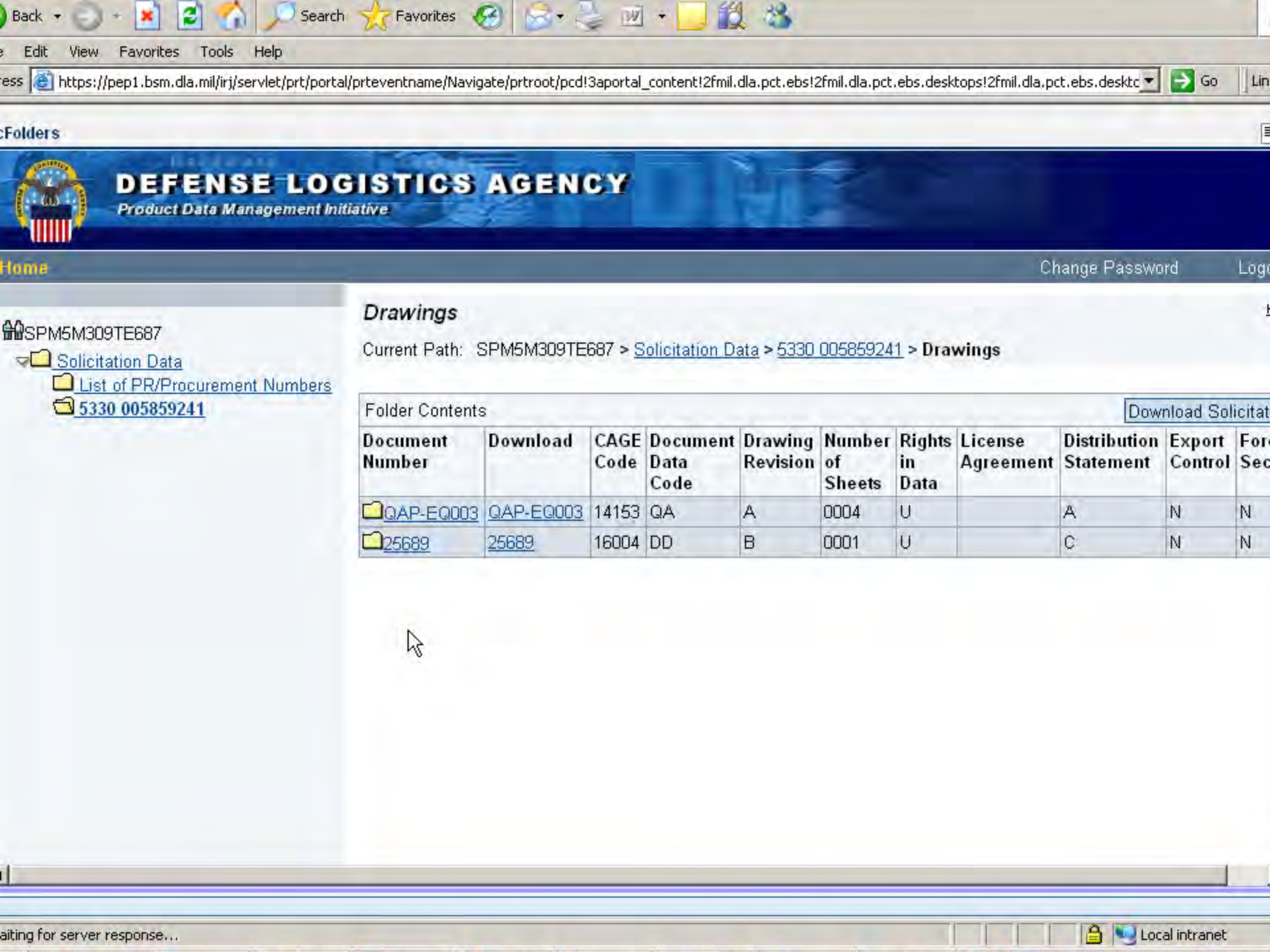
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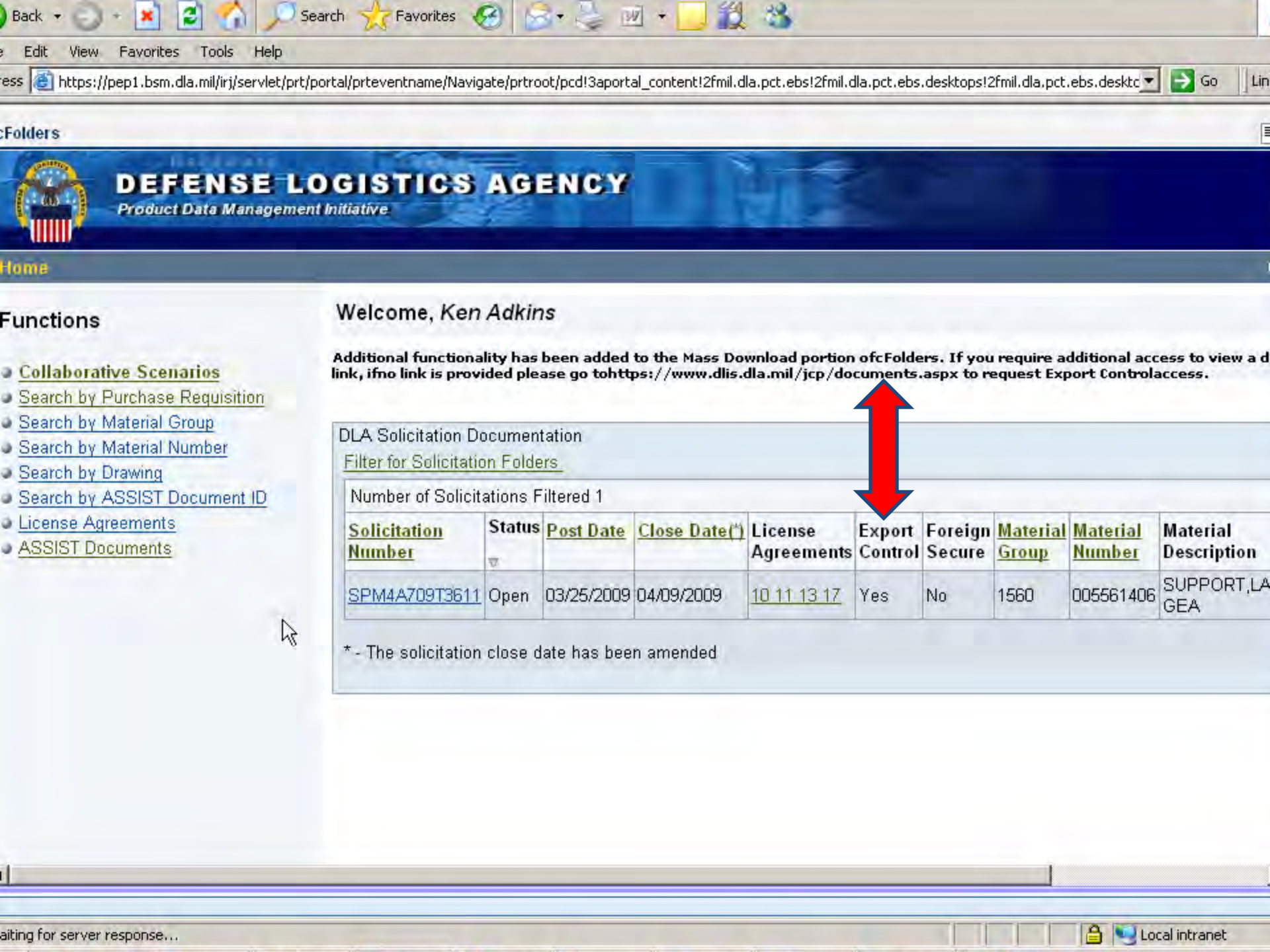
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MIL-STD-129P(4)	MIL-STD-129P4	000000035520	09/19/2007	09/24/2007







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<a href="#">SPM4A709T3611</a>	Open	03/25/2009	04/09/2009	<a href="#">10</a> <a href="#">11</a> <a href="#">13</a> <a href="#">17</a>	Yes	No	1560	005561406	SUPPORT,LA GEA

PM4A709T3611

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 DS5025	(Add'l Access Required)	98897	ST	AB	0001	W	<a href="#">10</a>	C	Y	N
 STP63-001	(Add'l Access Required)	98897	CB	R	0001	N	<a href="#">13</a>	D	Y	N
 372522	(Add'l Access Required)	98897	CN	AM	0001	Z	<a href="#">17</a>	B	Y	N
 372522	(Add'l Access Required)	98897	DD	AM	0014	Z	<a href="#">17</a>	B	Y	N
 STP51-302	(Add'l Access Required)	98897	CB	AA	0011	W	<a href="#">11</a>	C	N	N
 STP63-001	(Add'l Access Required)	98897	SS	R	0001	N	<a href="#">13</a>	D	Y	N
 G604	(Add'l Access Required)	98897	SS	G9	0017	U		C	Y	N
 <a href="#">G14</a>	<a href="#">G14</a>	98897	CB	G30	0001	N	<a href="#">13</a>	C	N	N
 0581	(Add'l Access Required)	98897	SS	G25	0001	W	<a href="#">10</a>	D	Y	N
 <a href="#">LS10134</a>	<a href="#">LS10134</a>	98897	CN	E	0001	U		C	N	N

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Number of License Agreements 20

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Richmond, Virginia 23297  
FAX: (804) 279-6299

DOCUMENT NO. (NSN)

SOLICITATION NO.

NAME OF OFFEROR OR CONTRACTOR

**CERTIFICATION REGARDING THE USE OF PROPRIETARY/LIMITED RIGHTS TECHNICAL DATA**

This solicitation contains a Restricted condition to the Technical Data for the competitive procurement of replenishment spare parts, and requires special certification to protect LOCKHEED **MARTIN** proprietary technical data.

- a. The bidder/offeror hereby acknowledges that all technical data furnished in accordance with a Proprietary/Limited Rights solicitation, or during the performance of any resulting Proprietary/Limited Rights contract (hereinafter "Proprietary/Limited Rights technical data") is proprietary to the Lockheed Martin Co.
- b. The bidder/offeror certifies that he will observe the following data disclosure and use restriction:
  1. Proprietary/Limited Rights technical data shall not be reproduced, in whole or in part, except as required to respond to the Proprietary/Limited Rights solicitation or to perform any resulting Proprietary/Limited Rights contract.
  2. Proprietary/Limited Rights technical data shall not be incorporated, in whole or in part, into other documentation, nor shall it be otherwise utilized except as required to respond to the Proprietary/Limited Rights solicitation, or to perform



FAQ/Help · Refs · My Account · Log In

Navigation: Navigation/Documents - - - - - Search: Choose Search

ion: Home

notice: Please read notices posted on the [Notices page](#).

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

LOGGED OFF ENHANCED OFF

[86] 03/27/2009 07:03:23 AM

Registered User  
Log In

**FREE VIEWER  
SOFTWARE AVAILABLE  
(NON-DLA)**

#### Help

- Help
  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)
- Contact Us

#### Solicitations

- Requests for Quotation (RFQ)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- Requests for Proposal (RFP) / Invitation For Bid (IFB)
- Other DLA Opportunities

#### References

- Global Search
- Federal Stock Classes (FSC) managed by DLA
- Master Solicitation Documents
- Regulation Extracts used for DIBBS quoting
- Virtual Library
- Automated Best Value System (ABVS)

#### Vendor Registration

- Vendor Registration
  - [Vendor Registration](#)
  - [Registration](#)

#### Awards

- Awards
  - [Other DLA Awards](#)
  - [Subsistence Blanket Purchase Agreements \(BPAs\)](#)

#### Technical Data

- DLA Collaboration Folders (cFolders)
- DLA Packaging
- DoD Specifications and Standards
- Military Engineering Data Asset Locator System



## Welcome

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to view and submit Invitations For Bid (IFBs), Awards and other procurement information. The DIBBS website is <https://www.dibbs.bsm.dla.mil/>.

**FOR VIEWER SOFTWARE LIST  
CLICK HERE**

For questions on registration, please go to [Registration Guidelines](#).

If you are new to DIBBS or have questions, you may wish to review our "Frequently Asked Questions" which highlights questions with the DIBBS system such as registering, log in, searching and quoting.

### Frequently Asked Questions on:

[Alternate Offers](#)

[Auto IDPOs](#)

[Awards](#)

[Bid Type](#)

[DIBBS Sessions](#)

[DIBBS Training](#)

[Drawings and Bidsets](#)

[Error Messages](#)

[Getting Started and Registration](#)

[Help](#)

[Miscellaneous](#)

[Passwords](#)

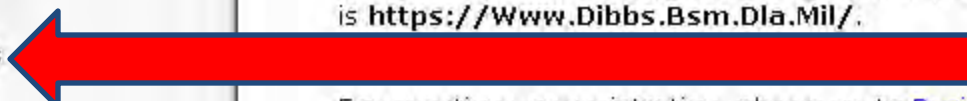
[Quoting](#)

[Solicitations and Searching](#)

[Super User and My Account](#)

[Summus](#)

me  
Frequently Asked Questions  
Registration  
Data  
ng  
ds  
er Set-Up  
ss Rules  
ment Viewers  
Guide





Welcome

Frequently Asked Questions

Registration

Solicitations

Tech Data

Quoting

Awards

Browser Set-Up

Business Rules

Document Viewers

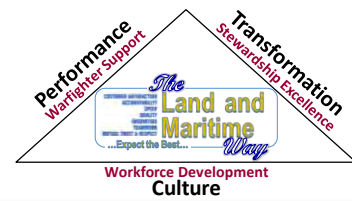
User Guide

VA

## Document Viewers

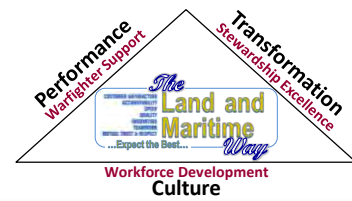
There are many files in various file formats available for download from this web site that requires the use of separate 'viewer' programs. Below are links to download several viewer programs or plug-ins.

Icon	File Type	File Extension	Download Web Site
	Adobe® Acrobat	PDF	<a href="http://www.adobe.com/products/acrobat/readstep.html">http://www.adobe.com/products/acrobat/readstep.html</a> 
	Microsoft® Word	DOC	<a href="http://office.microsoft.com/Assistance/9798/viewerscvl.aspx">http://office.microsoft.com/Assistance/9798/viewerscvl.aspx</a> 
	Microsoft® Excel	XLS	<a href="http://office.microsoft.com/Assistance/9798/viewerscvl.aspx">http://office.microsoft.com/Assistance/9798/viewerscvl.aspx</a> 
	Microsoft® PowerPoint	PPT	<a href="http://office.microsoft.com/Assistance/9798/viewerscvl.aspx">http://office.microsoft.com/Assistance/9798/viewerscvl.aspx</a> 
	Compressed/Archive	ZIP	<a href="http://www.pkware.com">http://www.pkware.com</a>  or <a href="http://www.winzip.com">http://www.winzip.com</a> 
	CALS Raster	C4	<a href="http://jtshep.redstone.army.mil">http://jtshep.redstone.army.mil</a> 
	AutoCAD Computer Aided Design	DWG, DWF, DXF™	<a href="http://usa.autodesk.com/">http://usa.autodesk.com/</a> 



# PASSWORD PROCESS

- cFolders Helpdesk
  - Passwords and Resets:  
1-(866)-335-4357



# POINTS OF CONTACT

- **cFolders System Issues**
  - **cFolders Helpdesk:**  
**1-(804) 279-3477**
- **cFolders Admin Teams:**
  - **dsccl.cddwgs@dla.mil**
  - **DscrPdmdDistribution@dscr.dla.mil**
  - **dscpdrawings@dla.mil**



---

# **DOING BUSINESS WITH THE DEFENSE LOGISTICS AGENCY**

## **DIBBS**

### **(DLA Internet Bid Broad System)**

**Office of Small Business Programs  
(800) 262-3272  
(614) 692-3541**





# DLA LAND AND MARITIME

---

## LAND SUPPLY CHAIN

- Gun Parts & Launchers
- Diesel Engines & Components
- Night Vision Equipment
- Power Transmissions Components
- Vehicle Cab, Body & Frame Components
- Water Purification Equipment
- Camouflage & Deception Equipment
- Brake, Axle, Wheel & Track Components

## MARITIME SUPPLY CHAIN

- Steam Engines, Turbines & Components
- Valves, Pumps, Pipe, Tubing, Hose & Fittings
- Separators & Filters
- Engine Fuel Systems
- Compressors
- Propulsion Components
- Marine hardware & Hull Items
- Electronic Components & Fiber Optics



# DLA AVIATION

## Aviation Supply Chain

### AVIATION

- Engine Components
- Air Frames
- Landing Gear
- Flight Safety Equip
- Propeller Systems

## Other Supply Chains

### ENVIRONMENTAL

- Re-refined Oil
- Ozone Depleting Substances
- Hazardous Min Program

### MAPS

- Maps
  - Charts
  - Graphs
- For all DoD Activities

### INDUSTRIAL

- Lathes
- Milling Machines
- Heavy Industrial Machinery

LAND  
DETACHMENT

MARITIME  
DETACHMENT



# DLA TROOP SUPPORT

---

## CLOTHING & TEXTILES

- Outerwear
- Hats, Accessories
- Individual Equipment
- Sleeping Bags to Body Armor

## SUBSISTENCE

- Meals Ready to Eat
- Field Mess Equipment
- Dining Hall Items
- Fruits & Vegetables

## MEDICAL

- X-Ray Machines
- MRI Equipment
- Surgical Supplies
- Dental Supplies
- Optical Products

**LAND**  
**DETACHMENT of DSCC**

**MARITIME**  
**DETACHMENT of DSCC**

**AEROSPACE**  
**DETACHMENT of DSCR**



# DLA DIBBS

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- **View and submit quotes**
- **View RFPs – Includes Long Term Contracts**
- **Access award information**
- **View provisions, clauses & packaging specs**
- **View Technical Data**
- **Acquisition Forecast found in SRVA (Supplier Requirement Visibility Application)**
- **Access the Automated Best Value System (ABVS) (Performance Scores used in award decisions)**



# Defense Logistics Agency



EProcurement first rollout  
sometime in 2011

# How DLA Will Buy In The Future

## EProcurement

- **E-Procurement will integrate procurement functional capabilities and result in an enterprise-wide contracting system**
- **Supports the assumption of the Depot Level Reparable contracting function**
- **Incremental deployment tentatively planned for FY09 through FY11**
- **No impacts are anticipated to DLA's suppliers**
- **Minor enhancements to DIBBs to include a Post Award Request (PAR) processing that will allow vendors to submit PARS (modification requests, etc) via DIBBS which will be routed to E-Procurement**



# Before You Can Sell To DLA

---

1. Get a D-U-N-S number - Dun & Bradstreet (1-800-333-0505)
  - Takes about 10 minutes - free of charge
  - Or register for your DUNS number at:  
<https://www.dnb.com/product/eupdate/requestOptions.html>
2. Register in the Central Contractor Registration (CCR) and Online Representations & Certifications Applications (ORCA):  
<http://www.ccr.gov> & <http://www.orcabpn.gov>  
If Small, register on CCR's Dynamic Small Business Database site - a search engine for buyers, a marketing tool for small firms and a "link" to procurement opportunities:  
[http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)
3. Be able to receive electronic funds transfers, have email and fax capability.



# How DLA Buys

---

1. Approved CAGE Code & Part Number
  - Manufacturer(s) already approved
  - Approved source(s) for dealers and distributors
2. Qualified Products/Manufacturers Lists (QPLs/QMLs)
3. Source controlled via approved sources
4. Fully Competitive
  - Bidsets and Drawings Available





# Common Solicitation Types

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- Request for Quotations - Under \$150,000
  - Most common type at DLA Land and Maritime
  - Generally quoted directly on our web site
  - Solicitations with a “T”, “U”, “X”, “Q” in the ninth position
- Request For Proposals (RFPs) - over \$150,000
  - Solicitation must be filled in by hand and returned to DLA Land and Maritime by a specific time and date
  - Proposals may be negotiated
  - Solicitations with “R” in the ninth position



# DIBBS

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**85%** of our procurements are  
**AUTOMATED** via  
DIBBS

- These procurements are system generated, web based, evaluated and awarded by the computer. They are virtually untouched by human hands.
- Automated procurements have a T or U in the 9<sup>th</sup> position of the solicitation number.  
(For example SP090005T0000)

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

Registered User  
Log In



**Help**

- Help**
  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)
- [Contact Us](#)

**Vendor Registration**

- [Registration Guidelines](#)

**Solicitations**

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

**Awards**

- [Awards](#)
- [Other DLA Awards](#)
- [Subsistence Blanket Purchase Agreements \(BPAs\)](#)

**References**

- [Global Search](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)
- [Master Solicitation Documents](#)
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Automated Best Value System \(ABVS\)](#)
- [Supplier Requirements Visibility Application \(SRVA\)](#)

**Technical Documents**

- [Technical Documents \(cFolders\)](#)
- [DLA Packaging](#)
- [DoD Specifications and Standards](#)
- [Military Engineering Data Asset Locator System](#)

**Notices**

<a href="#">DLA Land and Maritime Suppliers, Material Cost Reduction Letter 2</a>	05/05/2011 05:51:39 PM
<a href="#">2011 DLA Industry Conference and Exhibition Update</a>	04/05/2011 11:54:18 AM
<a href="#">Networking Room - 2011 DLA Industry Conference and Exhibition</a>	04/05/2011 11:13:32 AM
<a href="#">CRITERIA FOR SELECTING DLA LAND AND MARITIME 2010 RECOGNITION FOR EXCELLENCE AWARDS</a>	03/09/2011 02:24:22 PM
<a href="#">2011 DLA Enterprise Supplier Conference and Exhibition</a>	02/08/2011 02:05:29 PM
<a href="#">DLA Aviation Supplier Letter</a>	02/07/2011 12:54:24 PM
<a href="#">Medical Supplies for Overseas Shipment</a>	05/06/2010 11:23:51 AM
<a href="#">Contract Data Requirements List (CDRL) Website</a>	10/01/2009 11:29:37 AM

FAQ

DLA FSC

SRVA

Notices

# DIBBS

## Home Page - Registration

Business Systems Modernization's DLA Internet Bid Board System - Microsoft Internet Explorer provided by DSCC

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail New Window New Tab

Address <https://www.dibbs.bsm.dla.mil/> Go Links

BUSINESS SYSTEMS MODERNIZATION - DLA INTERNET BID BOARD SYSTEM

Home Solicitations RFQs RFP/IFBs Tech Data Downloads Awards

Navigation: Navigation/Documents Search: Choose Search go

Location: Home LOGGED OFF ENHANCED OFF

**Notice:** » Important information for DSCP suppliers of Clothing and Textile Items [Please Read Notice](#)  
» Passive Radio Frequency Identification (RFID) requirements now apply to DIBBS solicitations [Please Read Notice](#)  
» **ATTENTION DSCP VENDORS: UPDATE to DSCP Domestic Sourcing Conference** -- [Read Notice](#)  
» ABVS Update - BSM Performance Data -- [PLEASE SEE NOTICE](#)  
Please read notices posted on the [Notices page](#).

[163] 06/12/2006 10:05:10 AM

**The DLA-BSM Internet Bid Board System (DIBBS)** is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for items of supply included in the DLA Business System Modernization (BSM) Program. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to BSM.

**Registered User Log In**

The **BSM NSN/FSC Query Database** can be used to determine if a particular National Stock Number (NSN) or Federal Supply Class (FSC) is included in the BSM Program. Beginning in November 2004, DLA will bring additional items and users into BSM during regularly sequenced rollouts. Information will be provided on these items as it becomes available. Additional information is available at the **BSM Supplier Information Resource Center**.

**Help**

- Help
  - Frequently Asked Questions ~ FAQ
  - DIBBS On-Line Quoting Help
  - Batch Quoting Help
  - Contact Us

**Solicitations**

- Requests for Quotation (RFQ)
  - RFQ Auctions
  - Batch Quoting
  - Submitted Quote Searching
- Requests for Proposal ( RFP ) / Invitation For Bid (IFB)
- Other DLA Opportunities

**Awards**

- Awards
- Other DLA Awards
- Subsistence Blanket Purchase Agreements (BPAs)

**Vendor Registration**

- Vendor Registration
- Registration Guidelines



# DIBBS

## Technical Requirements

Step 1 of 4. Enter CAGE. - Microsoft Internet Explorer provided by DSCC

File Edit View Favorites Tools Help

Back Search Favorites Media

Address <https://www.dibbs.bsm.dla.mil/Register/> Go Links

Defense Logistics Agency  
**Www.DIBBS.BSM.DLA.MIL**  
BUSINESS SYSTEMS MODERNIZATION - DLA INTERNET BID BOARD SYSTEM

FAQ/Help · Refs · My Account · Log In

Home Solicitations RFQs RFP/IFBs Tech Data Downloads Awards

Navigation: Navigation/Documents Search: Choose Search go

Location: Home » Registration » **Step 1 of 4. Enter CAGE.** LOGGED OFF ENHANCED OFF

**Notice:** » Important information for DSCP suppliers of Clothing and Textile Items [Please Read Notice](#)  
» Passive Radio Frequency Identification (RFID) requirements now apply to DIBBS solicitations [Please Read Notice](#)  
» **ATTENTION DSCP VENDORS: UPDATE to DSCP Domestic Sourcing Conference --** [Read Notice](#)  
» ABVS Update - BSM Performance Data -- [PLEASE SEE NOTICE](#)  
Please read notices posted on the [Notices page](#).

[163] 06/12/2006 10:52:18 AM

[Registration Instructions and Guidelines](#)

Four Step process:

1. Enter your CAGE Code.
2. Complete registration form.
3. Validate and Review data.
4. Submit.

Enter Your CAGE:

Go »

Accessibility Privacy & Security External Links Feedback

Local intranet

# DIBBS

## Registration

Step 2 of 4. Enter Super User & Vendor Profile data. - Microsoft Internet Explorer provided by DSCC

File Edit View Favorites Tools Help

Back Search Favorites Media

Address: https://www.dibbs.bsm.dla.mil/Register/default.asp Go Links

FAQ/Help · Refs · My Account · Log In

Home Solicitations RFQs RFP/IFBs Tech Data Downloads Awards

Navigation: Navigation/Documents Search: Choose Search go

Location: Home » Registration » **Step 2 of 4. Enter Super User & Vendor Profile data.** LOGGED OFF ENHANCED OFF

**Notice:** » Important information for DSCP suppliers of Clothing and Textile Items [Please Read Notice](#)  
» Passive Radio Frequency Identification (RFID) requirements now apply to DIBBS solicitations [Please Read Notice](#)  
» **ATTENTION DSCP VENDORS: UPDATE to DSCP Domestic Sourcing Conference -- [Read Notice](#)**  
» ABVS Update - BSM Performance Data -- [PLEASE SEE NOTICE](#)  
Please read notices posted on the [Notices page](#).

[163] 06/12/2006 11:06:59 AM

Registering CAGE: **078P7 - NICR ENTERPRISES**

Central Contractor Registration (CCR) Data:  
Company Data:

**NICR ENTERPRISES**  
80 EDGEVALE ROAD  
COLUMBUS, OH 43209-1518 UNITED STATES

DUNS: 829002146  
CCR Expiration Date: 6/4/2002  
**-- You need to update your CCR registration --**

Company POC Data:

POC: RAYMOND CHRISTIE JR  
Phone: (614) 253-2789  
FAX:  
E-Mail:

**Enter Your DIBBS Account Administrator / Super User**  
{ Defaults to your CCR POC but may be overwritten. }

Name: \*

Phone Number: \*  (xxx) xxx-xxxx

FAX Number:  (xxx) xxx-xxxx

E-Mail: \*

Done Local intranet

# DIBBS

## New Registration

Step 2 of 4. Enter Super User & Vendor Profile data. - Microsoft Internet Explorer provided by DSCC

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail

Address <https://www.dibbs.bsm.dla.mil/Register/default.asp> Go Links

---

**Small Business and Other Business Type Representations - [FAR 52.219-1](#) & [FAR 52.212-3\(c\)](#)**

**Business Type:**

**If Small Business, select one or more from the following if applicable:**

Small Disadvantaged Business: ☐

Woman-Owned Small Business: ☐

Veteran-Owned Small Business:

HUBZone Small Business: ☐

HUBZone Joint Venture that complies with 13 CFR Part 26: ☐

Very Small Business:

**If HUBZone Joint Venture, enter CAGE(s)/Name(s) of the participating HUBZone small business concern(s):**

**If Small Disadvantaged Business (SDB), complete the following:**

SDB Designated Group:

---

**Affirmative Action Compliance**

\*

---

**Previous Contracts and Compliance Reports [FAR 52.222-26](#) & [FAR 52.212-3\(d\)\(2\)](#)**

\*

---

**Alternate Disputes Resolution: [DLAD 52.233-9001](#)**

Do you agree to use alternate dispute resolution in accordance with DLAD 52.233-9001?

☒ Agree ☐ Do Not Agree

---

**Quote Form Defaults**

Quote Valid for:  days.

Discount Terms:



# Registration (cont'd)

Step 2 of 4: Enter Super User & Vendor Profile data. Microsoft Internet Explorer provided by DSCC

File Edit View Favorites Tools Help

Address <https://www.dibbs.bsm.dla.mil/Register/default.asp> Go Links

### Vendor Notifications

- Award Notification**
  - E-mail Address for Award Notification
    - Primary: \*
    - Alternate:
  - ☐ Disable Unsuccessful Offeror Notification
- Solicitation Notification**
  - E-mail Address for Solicitation Notification
    - Primary: \*
    - Alternate:
- Vendor Directed Solicitation Notification** (Optional)
  - If you would like DIBBS to provide e-mail notification of Request For Proposals (RFP) & Invitation For Bid (IFB), complete the following. Once registered, you will be notified through your DIBBS Vendor Profile.
  - Federal Stock Class (FSC)
    -
  - National Stock Numbers - NSN
    - Enter up to 3000 NSNs without dashes, separated by commas.
  - Approved Manufacturer CAGE (only applies to RFQs)
    - Enter up to 3000 CAGEs, separated by commas.

**BECAUSE THIS WILL SEND YOU EMAILS FOR DATA LOADED BELOW IT IS IMPORTANT TO HAVE A PRIMARY AND AN ALTERNATE EMAIL ADDRESS**

**CAN LOAD FEDERAL SUPPLY CLASSES (FSCs) – BUT YOU WILL GET EVERY OPEN SOLICITATION IN ALL THE LOADED FSCs (COMPUTER OVERLOAD)**

**CAN LOAD UP TO 3000 NSNs**

**CAN LOAD UP 3000 APPROVED OEM CAGE CODES - DISTRIBUTERS USE THIS FEATURE A LOT**





Defense Logistics Agency

www.DIBBS.BSM.DLA.MIL

DLA Internet Bid Board System

Home

So

# Requests For Quotation - RFQs

go

ENHANCED OFF

Notice: Please

[172] 06/21/2011 08:57:09 AM

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

Registered User  
Log In



## Help

- Help
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  - Batch Quoting Help
- Contact Us

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  - Batch Quoting
  - Submitted Quote Searching
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  - Other DLA Awards
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- Military Engineering Data Asset Locator System

## Notices








DLA Lead and Modified Supplies, Material Cost Reduction Letter 2

05/05/2011 05:51:28 AM

Start Search  
Under \$150K



# SOLICITATION ICONS

	By clicking, you can quote on a solicitation (if logged in)
	There is a drawing available for the NSN (click to access the drawing)
	There is a specification or standard available for download (click to access)
	This solicitation is set-aside for small business participation <u>only</u>
	The NSN is a Military Specification / Quality Products List item
	Solicitation displayed may not include all pertinent data (click to view)
	This is a Fast Award candidate - Quotes \$3,000 or less may be awarded prior to the solicitation return date (as soon as 4 days after issue date)

# RFQ DATABASE SEARCH

**RFQ Database Search**

**Search Categories:**

- National Stock Number (4)
- National Supply Class (4)
- Solicitation Number (6)
- Purchase Request Number (8)
- Nomenclature (4)
- Approved Part Number (4)
- Approved CAGE (5)

**Scope. Show RFQs only for:**

All

**Sorted by:**

NSN

**Then By Sorted by:**

**Show Only:**

- ☐ Items with Bid Sets
- ☐ Fast Award Candidates
- ☐ Small Business Set Asides
- ☐ IDPO Solicitations

## SEARCH CATEGORIES

- NATIONAL STOCK #
- FEDERAL SUPPLY CLASS
- SOLICITATION #
- PURCHASE REQUEST #
- NOMENCLATURE
- APPROVED PART #
- APPROVED CAGE CODE

FAQ/Help · Refs

Awards

Search: Choose Search

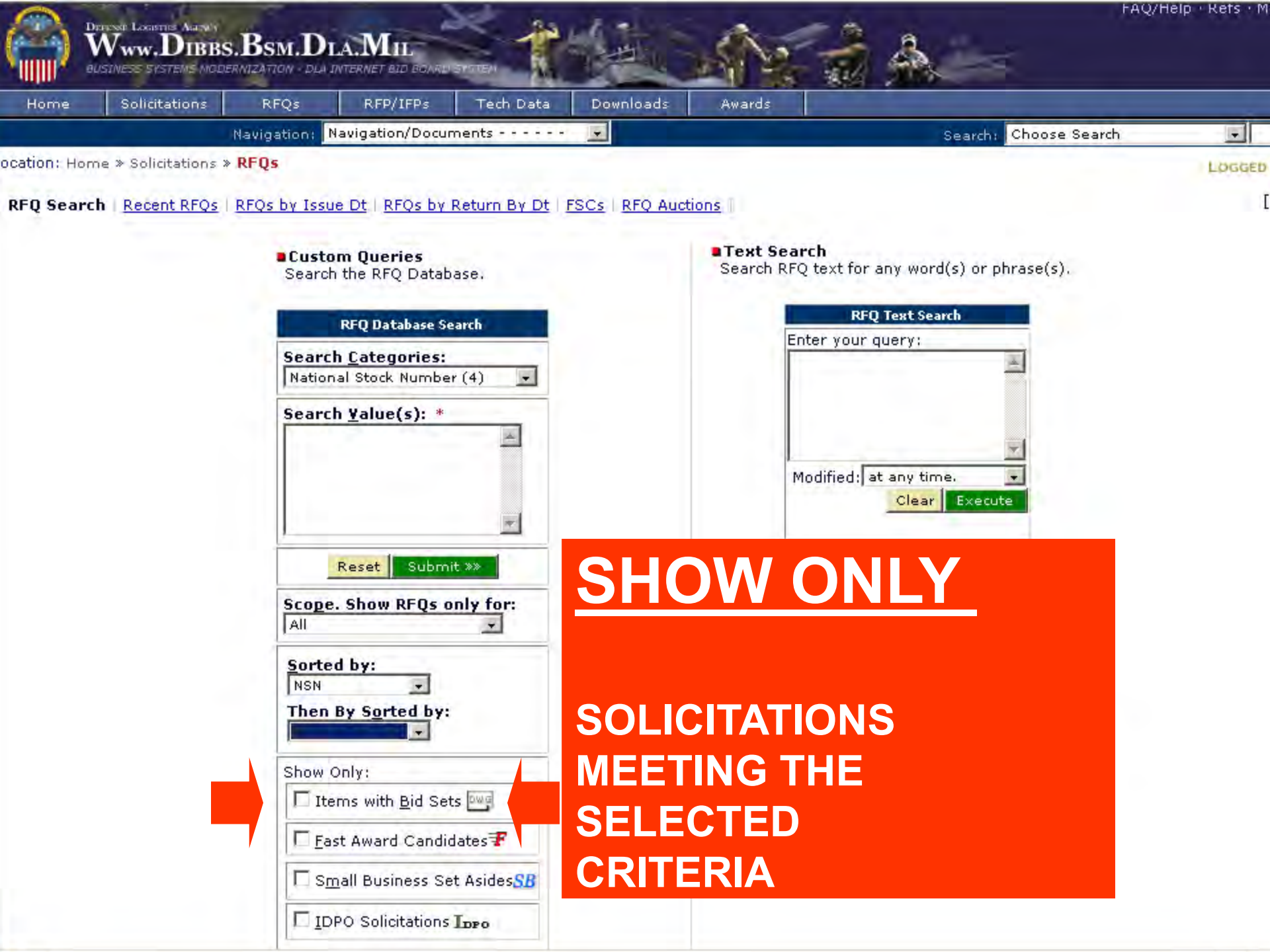
Logon

**Text Search**  
Search RFQ text for any word(s) or phrase(s).

**RFQ Text Search**

Enter your query:





Home

Solicitations

RFQs

RFP/IFPs

Tech Data

Downloads

Awards

Navigation: Navigation/Documents - - - - -

Search: Choose Search

Location: Home » Solicitations » **RFQs**

LOGGED IN

**RFQ Search** | [Recent RFQs](#) | [RFQs by Issue Dt](#) | [RFQs by Return By Dt](#) | [FSCs](#) | [RFQ Auctions](#) |

### ■ Custom Queries

Search the RFQ Database.

**RFQ Database Search**

**Search Categories:**  
National Stock Number (4)

**Search Value(s): \***

**Scope. Show RFQs only for:**  
All

**Sorted by:**  
NSN

**Then By Sorted by:**

**Show Only:**  
☐ Items with Bid Sets DWG  
☐ Fast Award Candidates F  
☐ Small Business Set Asides SB  
☐ IDPO Solicitations IDPO

### ■ Text Search

Search RFQ text for any word(s) or phrase(s).

**RFQ Text Search**

Enter your query:

Modified: at any time.

**SHOW ONLY**

**SOLICITATIONS  
MEETING THE  
SELECTED  
CRITERIA**





**Notice:** Please read notices posted on the [Notices page](#).

[172] 06/21/2011 09:09:30 AM

**RFQ Search** | [Recent RFQs](#) | [RFQs by Issue Dt](#) | [RFQs by Return By Dt](#) | [FSCs](#) | [RFQ Auctions](#)

### Custom Queries

Search the RFQ Database.

#### RFQ Database Search

##### Search Categories:

Federal Supply Class (4)

##### Search Value(s): \*

2510

Res

**Submit »»**

##### Scope. Show RFQs only for:

All

##### Sorted by:

NSN

##### Then By Sorted by:

##### Show Only:

☐ Items with Bid Sets

☐ Fast Award Candidates

☐ Small Business Set-Asides

☐ HUBZone Set-Asides

### Text Search

Search RFQ text for any word(s) or phrase(s).

#### RFQ Text Search

Enter your query:

Modified: at any time.

Clear

**Execute**

Additional Text Search Help

#### Search Examples:

Combination Text, Phrase:

Enter: "HUBZONE" OR "Service Disabled Veteran Owned Small Business"  
Results yield documents containing the word HUBZONE, phrase "Service Disabled Veteran Owned Small Business"

Enter: RESISTOR\* AND "WIRE WOUND"  
Results yield documents containing the word RESISTOR, phrase "WIRE WOUND"

Enter: RESISTOR\* AND "WIRE WOUND" AND NOT "VARIABLE"  
Results yield documents containing the word RESISTOR, phrase "WIRE WOUND"



**Notice:** Please read notices posted on the [Notices page](#).

[RFQ Search](#) | [Recent RFQs](#) | [RFQs by Issue Dt](#) | [RFQs by Return By Dt](#) | [FSCs](#) | [RFQ Auctions](#)

All RFQs for **FSC Like 2510** sorted

Records 1 thru 75 of 642 Records.

Pages: 1 2 3 4 5 6 7 8 9

Click on the Solicitation # to view the RFQ & NSN/Part No. to view additional info.

#	NSN/Part No. Nomenclature	Technical Documents	Solicitation	Auction Status	PR # PR QTY	Issue	Return By
1	<a href="#">2510-00-040-1964</a> RETAINER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-84</a> <a href="#">Quote</a> <a href="#">SB</a>		0041424943 QTY: 15	6/8/2011	06/22/2011
2	<a href="#">2510-00-040-1964</a> RETAINER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-D885</a> <a href="#">Quote</a>		0041244005 QTY: 11	6/8/2011	06/22/2011
3	<a href="#">2510-00-040-2703</a> STANCHION, SLIDING, L	<a href="#">Tech Docs</a>	<a href="#">SPM7L5-11-U-B943</a> <a href="#">Quote</a> Auto-IDPO		0041852234 Indefinite Qty - See Solicitation	6/8/2011	06/29/2011
4	<a href="#">2510-00-056-2174</a> SPRING ASSEMBLY, LEAF	<a href="#">Tech Docs</a>	<a href="#">SPM7L5-11-U-B934</a> <a href="#">Quote</a> Auto-IDPO		0041852291 Indefinite Qty - See Solicitation	6/7/2011	06/28/2011
5	<a href="#">2510-00-089-0893</a> PLATE, WEAR, LEAFSPR	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-A883</a> <a href="#">Quote</a>		0041508255 QTY: 1	4/19/2011	05/03/2011
6	<a href="#">2510-00-241-0573</a> BLOCK, DIRECT VISION.	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-Q-1160</a> <a href="#">Quote</a> <a href="#">SB</a>		0041421204 QTY: 174	4/13/2011	04/27/2011
7	<a href="#">2510-00-241-0573</a> BLOCK, DIRECT VISION.	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-Q-1515</a> <a href="#">Quote</a> <a href="#">SB</a>		0041906154 QTY: 304	6/9/2011	06/24/2011
8	<a href="#">2510-00-269-4938</a> HANDLECUPOLA COVER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-E412</a> <a href="#">Quote</a>		0042210367 QTY: 16	6/16/2011	06/30/2011

**Review a Solicitation**





**REQUEST FOR QUOTATION (THIS IS NOT AN ORDER)**

DLA LAND AND MARITIME  
LAND SUPPLY CHAIN  
PO BOX 3990  
COLUMBUS OH 43218-3990

REQUEST NO.	DATE ISSUED	RETURN BY	DELIVER BY:	PURCHASE REQUEST NUMBER
SPM7L211TD885	06/08/11	06/22/11	AWD DT + 103	0041244005

**SOLICITATION POC**

BUYER CODE	BUYER NAME	BUYER PHONE	BUYER FAX
CLBCW	DSCC- FLBC.Inquiry@dla.mil	(614) 692-3991	(614) 693-1620

**SOLICITATION POC INFORMATION:**

QUESTIONS REGARDING THE DLA-BSM INTERNET BID BOARD SYSTEM SHOULD BE E-MAILED to [DibbsBSM@dla.mil](mailto:DibbsBSM@dla.mil) FOR IMMEDIATE ASSISTANCE, PLEASE REFER TO THE FREQUENTLY ASKED QUESTIONS (FAQS) ON BSM DIBBS AT <https://www.dibbs.bsm.dla.mil/Refs/help/BSMDibbsHelp.htm> OR PHONE 1-877-DLA-CALL (1-877-352-2255).

DISCREPANCIES FOUND IN BIDSETS SHOULD BE E-MAILED TO [Dscr.PdmdDistribution@dla.mil](mailto:Dscr.PdmdDistribution@dla.mil) ALL OTHER QUESTIONS (SOLICITATION REQUIREMENTS, ITEM DESCRIPTION, AWARD CHOICE, ETC.), PLEASE CONTACT THE BUYER.

NSN or Part Number		Unit of Issue	Quantity
2510-00-040-1964		EA	11
Rating	FOB	North American Industry Classification System	Small Business Size Standard
DOA4	DESTINATION	336211	1000

# North American Industry Classification System

<http://www.census.gov/epcd/www/naics.html>

Rating	FOB	North America Industry Classification System	Small Business Size Standard
DOA4	DESTINATION	336211	1000

## QUOTING INFORMATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE  
[DLA MASTER SOLICITATION FOR AUTOMATED SIMPLIFIED ACQUISITIONS \(PART 12\)](#) ON 2011 FEB 13

## QUOTING INFORMATION

THIS BUY IS A CANDIDATE FOR AUTOMATED AWARD. ALL QUOTES  
SUBMITTED VIA THE DLA INTERNET BID BOARD SYSTEM (DIBBS)  
<https://www.dibbs.bsm.dla.mil>.

MICRO-PURCHASE QUOTES MAY BE AWARDED PRIOR TO RETURN DATE  
UNLESS THIS SOLICITATION HAS BEEN DESIGNATED FOR AUCTIONING.

DFARS 252.225-7001, BUY AMERICAN ACT--BALANCE OF PAYMENTS  
PROGRAM, APPLIES TO ALL QUOTES ABOVE THE MICRO-PURCHASE  
THRESHOLD.

ORIGIN INSPECTION REQUIRED - FAR 52.246-2 APPLIES.

THE CONTRACTOR SHALL COMPLY WITH THE TAILORED ISO 9000 HIGHER-LEVEL QUALITY  
STANDARD (FAR 52.246-11 HIGHER-LEVEL CONTRACT QUALITY REQUIREMENT).

PRODUCT VERIFICATION TESTING (PVT) APPLIES (DLAD 52.246-9004).

THIS BUY IS NOT FAST PAY

NO VARIATION IN QUANTITY ALLOWED

**Maximum # of  
employees to be  
considered a  
"Small" Business**



NSN or Part Number		Unit of Issue	Quantity
2510-00-040-1964		EA	11
Rating	FOB	North American Industry Classification System	Small Business Size Standard
DOA4	DESTINATION	336211	1000

#### QUOTING INFORMATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE  
[DLA MASTER SOLICITATION FOR AUTOMATED SIMPLIFIED ACQUISITIONS\(PART13\) JUN 2011, REV 42](#)

**Click on DLA Master Solicitation for clauses & provisions**

INFORMATION

MUST BE

SYSTEM (DIBBS) AT

OR TO RETURN DATE  
 DATED FOR AUCTIONING.

DFARS 252.225-7001, BUY AMERICAN ACT--BALANCE OF PAYMENTS PROGRAM, APPLIES TO ALL QUOTES ABOVE THE MICRO-PURCHASE THRESHOLD.

ORIGIN INSPECTION REQUIRED - FAR 52.246-2 APPLIES.

THE CONTRACTOR SHALL COMPLY WITH THE TAILORED ISO 9000 HIGHER-LEVEL QUALITY STANDARD (FAR 52.246-11 HIGHER-LEVEL CONTRACT QUALITY REQUIREMENT).

PRODUCT VERIFICATION TESTING (PVT) APPLIES (DLAD 52.246-9004).

THIS BUY IS NOT FAST PAY

NO VARIATION IN QUANTITY ALLOWED

## DEFENSE LOGISTICS AGENCY (DLA) MASTER SOLICITATION FOR AUTOMATED SIMPLIFIED ACQUISITIONS (PART 13)

**June 2011  
REVISION 42**

### PART I- Instruction to Vendors for the Submission of Quotes and PACE Evaluation:

Quoters/Offerors are encourage to conform their delivery terms as closely as possible to the delivery days requested.

This solicitation, called the DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) is used for the solicitation of Request for Quotes (RFQ) and the award of Purchase Orders, for automated BSM acquisitions valued up to \$100,000, for DLA Aviation, DLA Land and Maritime and DLA Troop Support. The DLA Solicitation for Automated Simplified Acquisitions (Part 13) is effective in May 2004 with the BSM Retrofit Release.

Effective in May 2004, the DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) is referenced in all RFQs valued up to \$100,000 that are located on the DLA Internet Bid Board System (DIBBS). Each RFQ contains a web link to this solicitation.

Vendors are required to read provisions 52.213-9007 and 52.213-9008 of this solicitation to understand the solicitation, evaluation and award process for BSM acquisitions valued up to \$100,000 as of May 2004. Each provision is provided in full text in Part I of this Master Solicitation.

The DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) will be updated from time to time to reflect changes in law, regulation and acquisition policies and procedures. Vendors should not assume that a copy of the DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) once downloaded, will remain effective. Updates to the DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) will be identified by a date and revision number. Changes to the DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) will be highlighted in each revision. Prior versions of the DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) will be archived and available.

The DLA Master Solicitation for Automated Simplified Acquisitions (Part 13) is structured in three Parts. Part I

NSN or Part Number		Unit of Issue	Quantity
2510-00-040-1964		EA	11
Rating	FOB	North American Industry Classification System	Small Business Size Standard
DOA4	DESTINATION	336211	1000

### QUOTING INFORMATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE  
[DLA MASTER SOLICITATION FOR AUTOMATED SIMPLIFIED ACQUISITIONS\(PART13\) JUN 2011, REV 42](#)

### QUOTING INFORMATION

THIS BUY IS A CANDIDATE FOR AUTOMATED AWARD. ALL QUOTES MUST BE  
 SUBMITTED VIA THE DLA INTERNET BID BOARD SYSTEM (DIBBS) AT  
<https://www.dibbs.bsm.dla.mil>.

MICRO-PURCHASE QUOTES MAY BE AWARDED PRIOR TO RETURN DATE  
 UNLESS THIS SOLICITATION HAS BEEN DESIGNATED FOR AUCTIONING.

DFARS 252.225-7001, BUY AMERICAN ACT--BALANCE OF PAYMENTS  
 PROGRAM, APPLIES TO ALL QUOTES ABOVE THE MICRO-PURCHASE  
 THRESHOLD.

ORIGIN INSPECTION REQUIRED - FAR 52.246-2 APPLIES.

THE CONTRACTOR SHALL COMPLY WITH THE TAILORED ISO 9000 HIGHER-LEVEL QUALITY  
 STANDARD (FAR 52.246-11 HIGHER-LEVEL CONTRACT QUALITY REQUIREMENT).

PRODUCT VERIFICATION TESTING (PVT) APPLIES (DLAD 52.246-9004).

THIS BUY IS NOT FAST PAY

NO VARIATION IN QUANTITY ALLOWED

**Applicable  
Quoting  
Information**

THIS NSN CONTAINS ONE OR MORE COMPONENTS WHICH MUST MEET QPL/QML SPECIFICATIONS. BY SUBMITTING AN OFFER, THE OFFEROR AGREES TO PROVIDE QPL/QML COMPONENTS ONLY FROM SOURCES QUALIFIED ON THE APPLICABLE QPL(S)/QML(S).

CLASS I OZONE DEPLETING CHEMICALS USED NOR INCORPORATED IN ANY ITEM DELIVERED UNDER THIS CONTRACT. THIS SUPERSEDES ALL SPECIFICATION REQUIREMENTS. DOES NOT ALLEVIATE ANY PRODUCT REQUIREMENTS. SUBSTITUTE CHEMICALS MUST BE SUBMITTED FOR APPROVAL UNLESS THEY ARE AUTHORIZED BY THE SPECIFICATION REQUIREMENTS.

DLAD CLAUSE 52.246-9004, PRODUCT VERIFICATION TESTING, IS HEREBY INCORPORATED, AND SHALL BE INVOKED AT THE DISCRETION OF THE CONTRACTOR'S ACTIVITY.

#### SPECIFICATION

THE SPECIFICATION OR STANDARD CITED IS TO BE USED IN LIEU OF THE DOCUMENT IDENTIFIED WITHIN THE PARENTHESES.

I/A/W DRAWING NR 16236 CS-2300-0001

REFNO DTD

AMEND NR B DTD 91 JUL 22

TYPE NUMBER:

I/A/W DRAWING NR 19207 7085292

BASIC DTD

AMEND NR C DTD 62 JAN 19

TYPE NUMBER:

## Item Description:

- Approved CAGE & Part Number
- Applicable Drawings
- Applicable Specifications
  - Military
  - Commercial



# Packaging Marking Information

LINE ITEM 0001			
PURCHASE REQUEST	QUANTITY	UNIT OF ISSUE	UNIT PRICE
0041244005	11	EA	
PACKAGING DATA			
<p>PREP FOR DELIVERY</p> <p>PKGING DATA - MIL-STD-2073-1D, 15 DEC 1999 QUP = 001: PRES MTHD = 20: CLNG/DRY = 1: PRESV MAT = XX: WRAP MAT = XX: CUSH/DUNN MAT = XX: CUSH/DUNN THKNSS = X: UNIT CONT = 10: OPI = 0: PACK CODE = U: MARKING SHALL BE IN ACCORDANCE WITH MIL-STD-129. SPECIAL MARKING CODE: 00 - PALLETIZATION SHALL BE IN ACCORDANCE WITH MD00100452 REV B DATED 08183</p> <p>For all shipments of packaged materiel to the government, which includes either Depot (DLA-Direct) or DVD (Customer- Direct) shipments, both DoD linear and two-dimensional (2D) bar code markings are required on Military Shipping Labels in accordance with MIL-STD-129, Revision P, dated December 15, 2002 (but see DLAD 52.211-9010(D) for exceptions to the requirement for MSL and 2D symbols). See the DLA packaging web site identified in DLAD 52.211-9010(E) for change notices to MIL-STD-129P that apply. 2D bar coding shall be in accordance with ISO/IEC 15438, ISO/IEC 15434 (ANSI MH10.8.3) and DoD 4500.9-R. MSL linear (code 3 of 9 or code 39) bar coding shall be in accordance with ISO/IEC 16388. Shipping label stock quality shall meet MIL-PRF-61002. Bar code print quality shall meet ANSI MH10.8-2000 or ANSI X3.182-1990 (R2000) for applicable 2D and/or linear bar codes. All DVD shipments shall meet additional linear bar coding requirements in DLAD 52.211-9010(C). Except for the Transportation Control Number (TCN), which must always be present on the Military Shipping Label, when the contract/order omits any other data elements as defined in MIL-STD-129P and if the information is not available from the Administrative Contracting Office, then the field is</p>			

For all shipments of packaged materiel to the government, which includes either Depot (DLA-Direct) or DVD (Customer-Direct) shipments, both DoD linear and two-dimensional (2D) bar code markings are required on Military Shipping Labels in accordance with MIL-STD-129, Revision P, dated December 15, 2002 (but see DLAD 52.211-9010(D) for exceptions to the requirement for MSL and 2D symbols). See the DLA packaging web site identified in DLAD 52.211-9010(E) for change notices to MIL-STD-129P that apply. 2D bar coding shall be in accordance with ISO/IEC 15438, ISO/IEC 15434 (ANSI MH10.8.3) and DoD 4500.9-R. MSL linear (code 3 of 9 or code 39) bar coding shall be in accordance with ISO/IEC 16388. Shipping label stock quality shall meet MIL-PRF-61002. Bar code print quality shall meet ANSI MH10.8-2000 or ANSI X3.182-1990 (R2000) for applicable 2D and/or linear bar codes. All DVD shipments shall meet additional linear bar coding requirements in DLAD 52.211-9010(C). Except for the Transportation Control Number (TCN), which must always be present on the Military Shipping Label, when the contract/order omits any other data elements as defined in MIL-STD-129P and if the information is not available from the Administrative Contracting Office, then the field is not required as part of the Military Shipping Label and may be left blank. If there are inconsistencies between the schedule and MIL-STD-129P, the schedule takes precedence.

#### SHIPPING DATA

PARCEL POST/FREIGHT ADDRESS:

W25G1U  
W1BG DLA DISTRIBUTION  
DDSP NEW CUMBERLAND FACILITY  
2001 NORMANDY DRIVE DOOR 113 TO 134  
NEW CUMBERLAND PA 17070-5002  
US

NON-MILSTRIP  
PROJ

**Ship To  
Information**



# Solicitation with Drawings

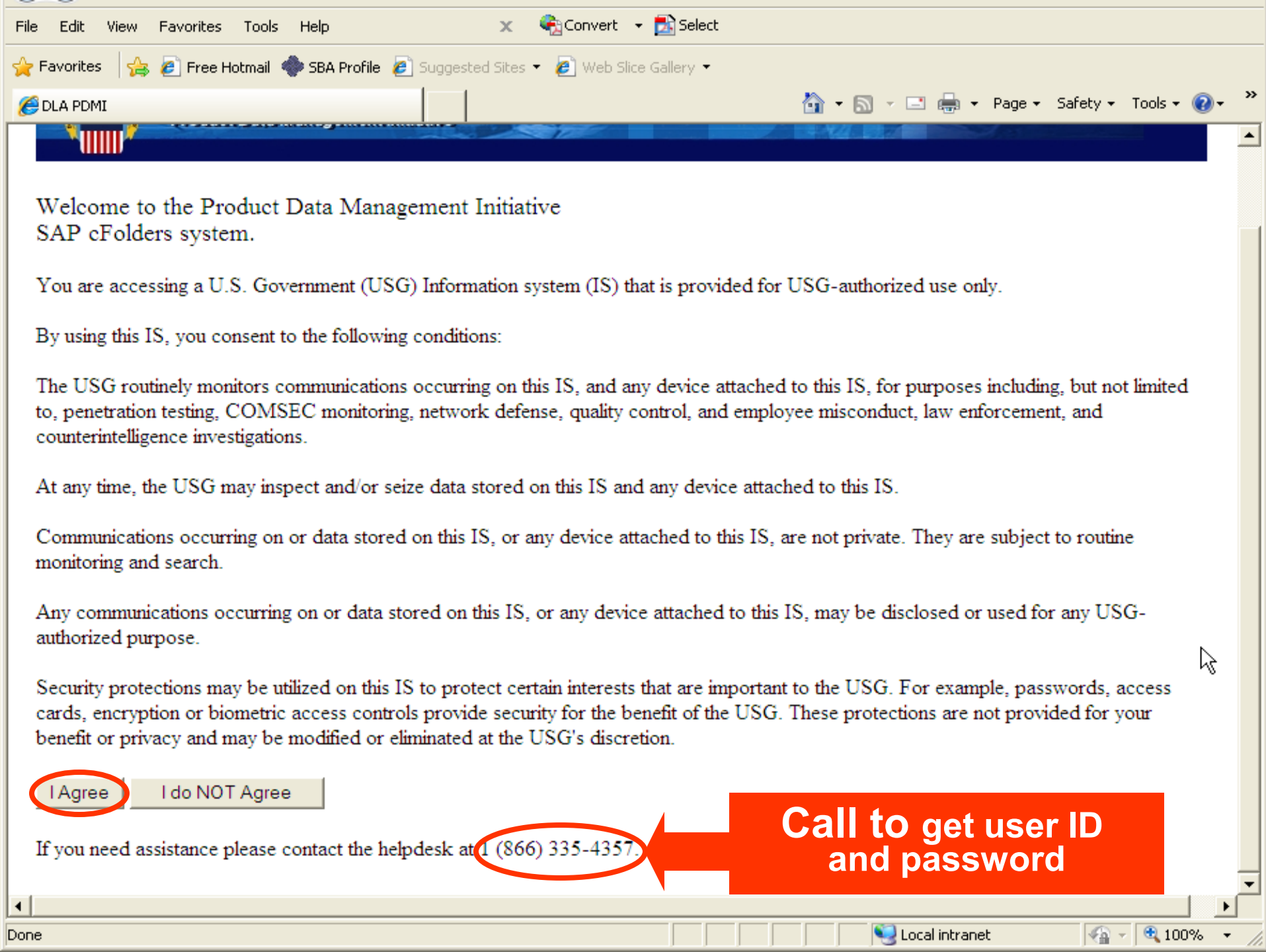
All RFQs for FSC Like 2510 sorted by NSN.

Records 1 thru 75 of 638 Records.

Pages: 1 2 3 4 5 6 7 8 9

Click on the Solicitation # to view the RFQ & NSN/Part No. to view additional info.

#	NSN/Part No. Nomenclature	Technical Documents	Solicitation #	Auction Status	PR # PR QTY	Issue	Return By
1	<a href="#">2510-00-040-1964</a> RETAINER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-D884</a> <a href="#">Q</a> <a href="#">quote</a> <a href="#">SB</a>		0041424943 QTY: 15	6/8/2011	06/22/2011
2	<a href="#">2510-00-040-1964</a> RETAINER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-D885</a> <a href="#">Q</a> <a href="#">quote</a>		0041244005 QTY: 11	6/8/2011	06/22/2011
3	<a href="#">2510-00-040-2703</a> STANCHION, SLIDING, L	<a href="#">Tech Docs</a>	<a href="#">SPM7L5-11-U-B943</a> <a href="#">Q</a> <a href="#">quote</a> Auto-Info		0041852234 Indefinite Qty - See Solicitation	6/8/2011	06/29/2011
4	<a href="#">2510-00-056-2174</a> SPRING ASSEMBLY, LEAF	<a href="#">Tech Docs</a>	<a href="#">SPM7L5-11-U-B934</a> <a href="#">Q</a> <a href="#">quote</a> Auto-Info		0041852291 Indefinite Qty - See Solicitation	6/7/2011	06/28/2011
5	<a href="#">2510-00-089-0893</a> PLATE, WEAR, LEAFSPR	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-A883</a> <a href="#">Q</a> <a href="#">quote</a>		0041508255 QTY: 1	4/19/2011	05/03/2011
6	<a href="#">2510-00-241-0573</a> BLOCK, DIRECT VISION.	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-Q-1160</a> <a href="#">Q</a> <a href="#">quote</a> <a href="#">SB</a>		0041421204 QTY: 174	4/13/2011	04/27/2011
7	<a href="#">2510-00-241-0573</a> BLOCK, DIRECT VISION.	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-Q-1515</a> <a href="#">Q</a> <a href="#">quote</a> <a href="#">SB</a>		0041906154 QTY: 304	6/9/2011	06/24/2011
8	<a href="#">2510-00-269-4938</a> HANDLECUPOLA COVER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-E412</a> <a href="#">Q</a> <a href="#">quote</a>		0042210367 QTY: 16	6/16/2011	06/30/2011







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**RFQ Search** | [Recent RFQs](#) | [RFQs by Issue Dt](#) | [RFQs by Return By Dt](#) | [FSCs](#) | [RFQ Auctions](#)

### Custom Queries

Search the RFQ Database.

#### RFQ Database Search

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National Stock Number (4)

##### Search Value(s): \*

Reset

Submit »

##### Scope. Show RFQs only for:

All

##### Sorted by:

NSN

##### Then By Sorted by:

##### Show Only:

☐ Items with Bid Sets

☐ Fast Award Candidates

☐ Small Business Set-Asides

☐ HUBZone Set-Asides

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Search RFQ text for any word(s) or phrase(s).

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HOSE

Modified: at any time

Clear

Execute

Additional Text Search Help

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Enter: "HUBZONE" OR "Service Disabled Veteran Owned Small Business"  
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Enter: RESISTOR\* AND "WIRE WOUND" AND NOT "VARIABLE"  
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[Return to RFQ Search Page](#)

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Documents 1 to 50 of 53563 matching the query "**HOSE**" AND modified/posted at any time sorted by latest *Creation Date Time* posting.

#	SOLICITATION NUMBER	RFQ/QUOTE STATUS	AUCTION STATUS	TECHNICAL DOCUMENTS	ISSUED	RETURN BY	DOCUMENT POST/UPDATE DATE TIME
1	<a href="#">SPM7M411Q1058.PDF</a>	<a href="#">quote</a>			6/21/2011	7/1/2011	6/21/2011 5:24:07 PM GMT
2	<a href="#">SPM7M411Q1057.PDF</a>	<a href="#">quote</a> SB		<a href="#">Tech Docs</a>	6/21/2011	7/1/2011	6/21/2011 5:08:45 PM GMT
3	<a href="#">SPM7M311Q0992.PDF</a>	<a href="#">quote</a>		<a href="#">Tech Docs</a>	6/20/2011	6/30/2011	6/21/2011 4:29:46 AM GMT
4	<a href="#">SPM7L211Q1575.PDF</a>	<a href="#">quote</a>			6/20/2011	7/5/2011	6/21/2011 4:29:08 AM GMT
5	<a href="#">SPM7MC11Q2043.PDF</a>	<a href="#">quote</a>			6/20/2011	7/12/2011	6/21/2011 4:29:01 AM GMT
6	<a href="#">SPM7MC11TH815.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:28:33 AM GMT
7	<a href="#">SPM7MC11TH814.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:28:33 AM GMT
8	<a href="#">SPM7M911TH445.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:28:16 AM GMT
9	<a href="#">SPM7M411U0025.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:46 AM GMT
10	<a href="#">SPM7M411U0024.HTML</a>	<a href="#">quote</a>		<a href="#">Tech Docs</a>	6/21/2011	7/5/2011	6/21/2011 4:27:46 AM GMT
11	<a href="#">SPM7M411TA146.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:45 AM GMT
12	<a href="#">SPM7M411TA144.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:45 AM GMT
13	<a href="#">SPM7M411TA143.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:45 AM GMT
14	<a href="#">SPM7M411TA137.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:44 AM GMT
15	<a href="#">SPM7M411TA136.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:44 AM GMT
16	<a href="#">SPM7M411TA135.HTML</a>	<a href="#">quote</a>			6/21/2011	7/5/2011	6/21/2011 4:27:44 AM GMT





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All RFQs for **FSC Like 2510** sorted by NSN.

Records 1 thru 75 of 642 Records.

Pages: 1 [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#)

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3	<a href="#">2510-00-040-2703</a> STANCHION, SLIDING, L	<a href="#">Tech Docs</a>	<a href="#">SPM7L5-11-U-B943</a> <a href="#">quote</a> Auto- <del>Info</del>		0041852234 Indefinite Qty - See Solicitation	6/8/2011	06/29/2011
4	<a href="#">2510-00-056-2174</a> SPRING ASSEMBLY, LEAF	<a href="#">Tech Docs</a>	<a href="#">SPM7L5-11-U-B934</a> <a href="#">quote</a> Auto- <del>Info</del>		0041852291 Indefinite Qty - See Solicitation	6/7/2011	06/28/2011
5	<a href="#">2510-00-089-0893</a> PLATE, WEAR, LEAFSPR	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-A883</a> <a href="#">quote</a>		0041508255 QTY: 1	4/19/2011	05/03/2011
6	<a href="#">2510-00-241-0573</a> BLOCK, DIRECT VISION.	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-Q-1160</a> <a href="#">quote</a> <a href="#">SB</a>		0041421204 QTY: 174	4/13/2011	04/27/2011
7	<a href="#">2510-00-241-0573</a> BLOCK, DIRECT VISION.	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-Q-1515</a> <a href="#">quote</a> <a href="#">SB</a>		0041906154 QTY: 304	6/9/2011	06/24/2011
8	<a href="#">2510-00-269-4938</a> HANDLECUPOLA COVER	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-11-T-E412</a> <a href="#">quote</a>		0042210367 QTY: 16	6/16/2011	06/30/2011



**Notice:** Please read notices posted on the [Notices page](#).

[172] 06/21/2011 1:34:22 PM

DIBBS restricted area access requires browser **Cookies enabled** to properly login and **JavaScript enabled** to use quoting features. Consult your browser help for assistance on these settings. In order to conduct transactions in the DIBBS restricted area (submit electronic quotes on RFQs, search submitted quotes), vendors must register in order to receive a User ID and Password.

*Note:* DIBBS will automatically log users out of the restricted area after 15 minutes of inactivity.

**Valid User ID and Password is Required**

User ID:  \*  
Password:

Submit

**Password is “case sensitive”**

**Department of Defense (D)**

You are accessing a U.S. Government (USG) information system (IS)

By using this IS, you consent to the following conditions:

- The USG routinely monitors communications occurring on this IS, and any device attached to this IS, for purposes including, but not limited to, penetration testing, COMSEC monitoring, network defense, quality control, and employee misconduct, law enforcement, and counterintelligence investigations.
- At any time, the USG may inspect and/or seize data stored on this IS and any device attached to this IS.
- Communications occurring on or data stored on this IS, or any device attached to this IS, are not private. They are subject to routine monitoring and search.
- Any communications occurring on or data stored on this IS, or any device attached to this IS, may be disclosed or used for any USG-authorized purpose.
- Security protections may be utilized on this IS to protect certain interests that are important to the USG. For example, passwords, access cards, encryption or biometric access controls provide security for the benefit of the USG. These protections are not provided for your benefit or



# QUOTE FORM

## Header Data Area

Solicitation#:  
**SPM70004T0838**

Log In CAGE:  
**DIBBS**

Quoting For CAGE:  
**DIBBS**

Display Date/Time: 2/3/2005 3:25:20 PM

Buyer Code:  
**PMCMAB4**

### ☐ Header Data Area

#### Bid Type:

BID WITHOUT EXCEPTION

#### Discount Terms:

1/2% 20 Days

Vendor Quote#: (optional)

Quote Valid for:  days.

Accept Packaging? ☒ Yes ☐ No

#### Federal Supply Schedule (FSS) / Basic Ordering Agreement (BOA) / Basic Purchase Agreement (BPA)

☒ N/A

☐ FSS ☐ BOA ☐ BPA Contract #:  Expiration Date:  (mm-dd-yyyy)

#### FOB Point

☒ Destination

☐ Origin

City:

State/Province:

Country:

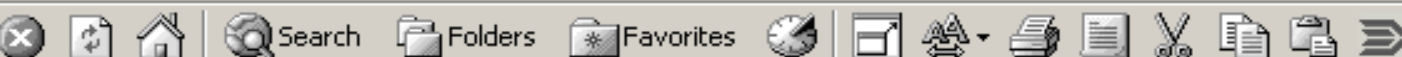
#### Govt. Inspection Point:

☒ Destination

☐ Origin

Place of Insp - Supplies CAGE:

Place of Insp - Packaging CAGE:



www.dibbs.bsm.dla.mil/RA/Quote/QuoteForm.asp

=nsn

:45 PM

**BID TYPE**

## Bid Without Exception:

Used to indicate that quote is in exact compliance with the solicitation. The following conditions are not considered exceptions:

1. Quoting a different delivery than the required delivery
2. Quoting origin inspection on solicitations requiring destination inspection
3. Quoting a superseding or previously approved part or correction to a cage/part number cited in the AID on an item described by manufacturers CAGE and part number

**Header Data Area****Bid Type:**

BID WITHOUT EXCEPTION

Vendor Quote#: (optional)

Quote Valid for: 101 days.

**Federal Supply Schedule (FSS)**☒ N/A☐ FSS ☐ BOA ☐ BPA Contra**FOB Point**☒ Destination☐ Origin

City:

Country: --- Select ---

**Govt. Inspection Point:**☒ Destination☐ Origin

Place of Insp - Supplies CAGE:

Place of Insp - Packaging CAGE:

**SPI Process Proposed:** (DFARS 252.211-7005) (applicable to quotes total value greater than \$2500)Are you proposing to use a previously accepted SPI Process? ☒ No ☐ Yes

**BID TYPE**

Header Data Area

**Bid Type:**

BID WITHOUT EXCEPTION  
ALTERNATE BID  
BID WITHOUT EXCEPTION  
**BID WITH EXCEPTION**  
NO BID

**Federal Supply Schedule (FSS)**

☒ N/A  
☐ FSS ☐ BOA ☐ BPA Contract

**FOB Point**

☒ Destination  
☐ Origin  
City:   
Country: --- Select ---

**Govt. Inspection Point:**

☒ Destination ☐ Origin Place of Inspection

## Bid With Exception:

The following are considered exceptions:

1. Taking exception to the item description
2. Exceptions to packaging requirements
3. Exceptions to FOB point
4. Quoting destination inspection on a solicitation requiring origin inspection
5. Exceptions to required quantity
6. On automated solicitations (T or U in 9th position of solicitation #), quoting a quantity variance outside the range specified

*Quoting Bid With Exception will preclude you from receiving an automated award*

## BSM-DIBBS Quote Input Form - Step 1

11:46 PM

Solicitation#:  
**SPM70004T0838**Log In CAGE:  
**DIBBS**

# Discount Terms

☐ Header Data Area**Bid Type:**

BID WITHOUT

Vendor Quote

**Quote Valid****Federal Sup**☒ N/A☐ FSS☐ E**FOB Point**☒ Destination☐ Origin

City:

Country:

**Govt. Inspe**☒ Destination☐ Origin

Place of Insp - supplies CAGE:

Place of Insp - Packaging CAGE:

**SPI Process Proposed:** (DFARS 252.211-7005) (applicable to quotes total value greater than \$2500)Are you proposing to use a previously accepted SPI Process? ☒ No ☐ Yes**Discount Terms:**

Net 30

Net 30

2% 10 Days

1/2% 20 Days

1/2% 10 Days

1/4% 20 Days

Net 10 Days

**Agreement (BPA)**Expiration Date:  (mm-dd-yyyy)

Select from list of  
the 6 most  
common discount  
terms

Default: Discount  
Terms from  
Vendor DIBBS  
Registration



Trusted sites



## BSM-DIBBS Quote Input Form - Step 1

Display Date/Time: 2/3/2005 4:11:46 PM

Solicitation#:  
**SPM70004T0838**Log In CAGE:  
**DIBBS**Quoting For CAGE:  
**DIBBS**Buyer Code:  
**PMCMAB4**☐ Header Data Area**Bid Type:**

BID WITHOUT EXCEPTION

Vendor Quote#: (optional)

**Quote Valid for:** 101 days.**Federal Supply Schedule (FSS) /**☒ N/A☐ FSS ☐ BOA ☐ BPA Contract**FOB Point**☒ Destination☐ Origin

City:

State/Province: --- Select ---

Country: --- Select ---

**Govt. Inspection Point:**☒ Destination☐ Origin

Place of Insp - Supplies CAGE:

Place of Insp - Packaging CAGE:

**SPI Process Proposed:** (DFARS 252.211-7005) (applicable to quotes total value greater than \$2500)Are you proposing to use a previously accepted SPI Process? ☒ No ☐ Yes

**Quote Valid For ?**  
**Enter Number Of Days**  
**Your Quote Is Valid.**  
**Default: Quote Valid Days**  
**from Registration**  
**Validation: Forces numeric**  
**response from 1 - 999**

# QUOTE FORM

## Price Data Area

Price Data Area

### Pricing & Delivery

NSN/Part #:4720000612080

LINE # / PR #	QUANTITY	UI	UNIT PRICE	DELIVERY DAYS
0001 0010531227	2	EA		

### Minimum Order Quantity

Is a lower quantity obtainable at a reduced total price?

### Pricing & Delivery:

- Enter price and delivery days by line item.
- If quantity quoted not in accordance with RFQ, bid type must be “Bid with Exception” or “Alternate Bid.”
- If price/delivery do not vary by line, use the “cascade fill” to enter first line unit price and delivery values and “cascade” for all line items.
- Delivery Default: RFQ requirement

5		to		
6		to		

[Clear Values](#)

**Pricing & Delivery**

NSN/Part #: 4720000612080 NOMEN: HOSE, AIRDUCT

LINE # / PR #	QUANTITY	UI	UNIT PRICE	DELIVERY DAYS
0001 0010531227	2	EA		

**Minimum Order Quantity**

Is a larger quantity obtainable at no additional total price due to a minimum order quantity?

NSN/PN: 4720000612080 ☒ No ☐ Yes Qty: **Quantity Variance**NSN/PN: 4720000612080 +  -  %

## Quantity Variance

- Default: + 0% – 0%
- On automated solicitations (“T” or “U” in the 9th position of the solicitation #), if a quantity variance is quoted when not allowed by the solicitation, or is outside what is allowed, bid type must be “Bid with Exception” or “Alternate Bid”

[Clear Values](#)**Product Offered Representations**

• NSN/Part #: 4720000612080 - HOSE, AIRDUCT

Price Data Area

Pricing & Delivery

NSN/Part #:4720000612080 NOMEN:HOSE,AIRDUCT

LINE # / PR #	QUANTITY	LIT	UNIT PRICE	DELIVERY DAYS
---------------	----------	-----	------------	---------------

## Price Break Ranges

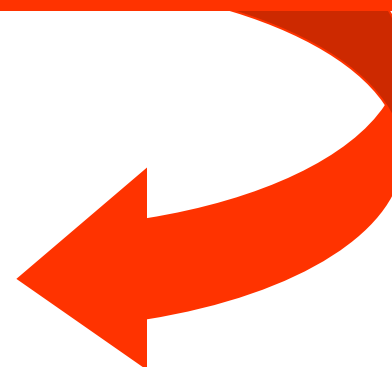
- Enter price break ranges and unit prices in the blocks provided
- On solicited price break ranges, if any, defaults to RFQ requirement; ranges may be altered using "Clear Values" link. If price break ranges are not solicited, no default values.

NSN: 4720000612080

*Enter only numeric values. DO NOT enter + or -*

Range	QTY Range		Unit Price
1	<input type="text"/>	to <input type="text"/>	<input type="text"/>
2	<input type="text"/>	to <input type="text"/>	<input type="text"/>
3	<input type="text"/>	to <input type="text"/>	<input type="text"/>
4	<input type="text"/>	to <input type="text"/>	<input type="text"/>
5	<input type="text"/>	to <input type="text"/>	<input type="text"/>
6	<input type="text"/>	to <input type="text"/>	<input type="text"/>


[Clear Values](#)





☐ **Product Offered Representations**• NSN/Part #: **4720000612080** - HOSE,AIRDUCT**Part Number Offered**☐ Exact Product  ☐ Alternate ProductCAGE:  PN: ☐ Superseding P/NCAGE:  PN: Reason:  ☐ Previously-Approved ProductCAGE:  PN: *(Enter Contract/Solicitation Number in Remarks)*☐ Correction to CAGE/P/N Cited in AIDCAGE:  PN: Reason:  **Manufacturer/Dealer**Select the status of the "Quote for" CAGE Code:  **Material Requirements:** (FAR 52.211-5)

Used, Reconditioned, Remanufactured, or New/Unused Government Surplus?




☒ No ☐ Yes  

# QUOTE FORM

## Products Offered Representations Area

•NSN/Part #: **4720000612080** - HOSE,AIRDUCT

**Part Number Offered**

☒ Exact Product    
  
☐ Alternate Prod (96169) 75765-55X1PC9  
CAGE:  PN:   
☐ Superceding P/N  
CAGE:  PN:   
Reason:    
☐ Previously-Approved Product  
CAGE:  PN:   
(Enter Contract/Solicitation Number in Remarks)  
☐ Correction to CAGE/P/N Cited in AID  
CAGE:  PN:   
Reason:  

**There are two different situations that apply to “Part Number Offered”:**

- 1. Applies when approved manufacturing source or sources are specified on a drawing**
- 2. Applies to Items Described by Approved Source CAGE(s) and Corresponding Part Number(s)**

# Contractor Representations

## Contractor Representations

Taxpayer Identification Number (TIN): [FAR 52.204-3](#) & [FAR 52.212-3\(b\)](#)

TIN: XXXX

or Status: Agency or Instr

Type of Organization: Inter

Common Parent:

Name:

TIN:

NA: ☐

DSCC

011111111

Supply  
Taxpayer ID #  
(TIN)

## Small Business and Other Business Type Representations - [FAR 52.219-1](#) & [FAR 52.212-3\(c\)](#)

Business Type: Small Business

**If Small Business, select one or more from the following if applicable:**

Small Disadvantaged Business: ☒

Woman-Owned Small Business: ☒

Veteran-Owned Small Business: Service Disabled Veteran-Owned Small Business

HUBZone Small Business: ☐

HUBZone Joint Venture that complies with 13 CFR Part 26: ☐

Very Small Business: --- Select ---

**If HUBZone Joint Venture, enter CAGE(s)/Name(s) of the participating HUBZone small business concern (s):**

**If Small Disadvantaged Business (SDB), complete the following:**

SDB Designated Group: Other SDB Certified or Determined by SBA

**Contractor Representative**

Taxpayer Identification Number (TIN): FAR

TIN:

or Status:  Agency or Instrumentality of

Type of Organization:  --- Select ---

Common Parent:

Name:

NA: ☐

--- Select ---

Sole proprietorship

Partnership

Corporate entity (not tax-exempt)

Corporate entity (tax-exempt)

Government entity (Federal, State, or local)

Foreign government

International organization per 26 CFR 1.6049-4

**Small Business and Other**  1 & FAR 52.212-3(c)

**Business Type:**  Small Business

**If Small Business, select one or more from the following if applicable:**

Small Disadvantaged Business: ☒

Woman-Owned Small Business: ☒

Veteran-Owned Small Business:  Service Disabled Veteran-Owned Small Business

HUBZone Small Business: ☐

HUBZone Joint Venture that complies with 13 CFR Part 26: ☐

Very Small Business:  --- Select ---

**If HUBZone Joint Venture, enter CAGE(s)/Name(s) of the participating HUBZone small business concern (s):**

**If Small Disadvantaged Business (SDB), complete the following:**



## Contractor Representations

Taxpayer Identification Number (TIN): [FAR 52.204-3](#) & [FAR 52.212-3\(b\)](#)

TIN:

or Status:  

Type of Organization:  

Common Parent:

Name:

TIN:

NA: ☐

Select Appropriate  
Business Type

### Small Business and Other Business

#### Business Type:

#### If Small Business

Small Disadvantaged


Woman-Owned

Veteran-Owned

HUBZone Small Business:

AbilityOne Participating Nonprofit Agency  
Nonprofit Institution  
Historically Black College or University (HBCU)  
Minority Institution (other than HBCU)  
Educational Institution (other than HBCU or Minority)  
Intragovernmental  
Large Business/Other Business

Other:




HUBZone Joint Venture that complies with 13 CFR Part 26: ☐

Very Small Business:  

If HUBZone Joint Venture, enter CAGE(s)/Name(s) of the participating HUBZone small business concern(s):

If Small Disadvantaged Business (SDB), complete the following:

SDB Designated Group:  

File Edit View Favorites Tools Help

Back Forward Stop Home Search Folders Favorites

Address <https://www.dibbs.bsm.dla.mil/RA/Quote/QuoteForm.asp?sn=SPM70004T0838&TypeSrch=cq&selection=fsc&value=4720&Scope=all&sort=nsn>

NA: ☐ DSCC 011111111

**Small Business and Other Business Type Representations** - [FAR 52.219-1](#) & [FAR 52.212-3\(c\)](#)

**Business Type:** Small Business

**If Small Business, select one or more from the following if applicable:**

Small Disadvantaged Business: ☒

Woman-Owned Small Business: ☒

Veteran-Owned Small Business: Service Disabled Veteran-Owned Small Business

HUBZone Small Business: ☐

HUBZone Joint Venture that complies with 13 CFR Part 26: ☐

Very Small Business: --- Select ---

**If HUBZone Joint Venture, enter CAGE(s)/Name(s) of the participating HUBZone small business concern(s):**

**If Small Disadvantaged Business (SDB), complete the following:**

SDB Designated

**Affirmative Action**

No Previous Contract

**Previous Contract**

Participated and

**Alternate Disputes Resolution:** [DLAD 52.233-9001](#)

Do you agree to use alternate dispute resolution in accordance with DLAD 52.233-9001?

☒ Agree ☐ Do Not Agree

Reset Submit»»

Trusted sites

You are now ready  
To submit your  
Quotation!

## BSM-DIBBS Quote Summary

Display Date/Time: 2/6/2005 9:54:40 PM

Solicitation#:  
**SPM70004T0838**Log In CAGE:  
**DIBBS**Quoting For CAGE:  
**DIBBS**Buyer Code:  
**PMCMAB4**

## Header Data Area

· Bid Type: **BID WITHOUT EXCEPTION**· Discount Terms: **1/2% 20 Days**Vendor Quote#: **1234**· Quote Valid for: **45 days.**· Accept Packaging: **Yes**· Federal Supply Schedule (FSS) / Basic Ordering Agreement (BOA) / Basic Purchase Agreement (BPA): **N/A**· FOB Point: **Destination**· Govt. Inspection Point: **Destination**· SPI Process Proposed: **No****Review Quote  
For Accuracy**

## Price Data Area

## Pricing &amp; Delivery

NSN/Part #: **4720000612080** NOMEN: HOSE, AIRDUCT

LINE # / PR #	QUANTITY	UI	UNIT PRICE	DELIVERY DAYS
0001 0010531227	2	EA	\$28.00000	30

**Total Amount: \$56.00**

## · Minimum Order Quantity

Is a larger quantity obtainable at no additional total price due to a minimum order quantity?

NSN/PN: **4720000612080** **No**

## · Quantity Variance

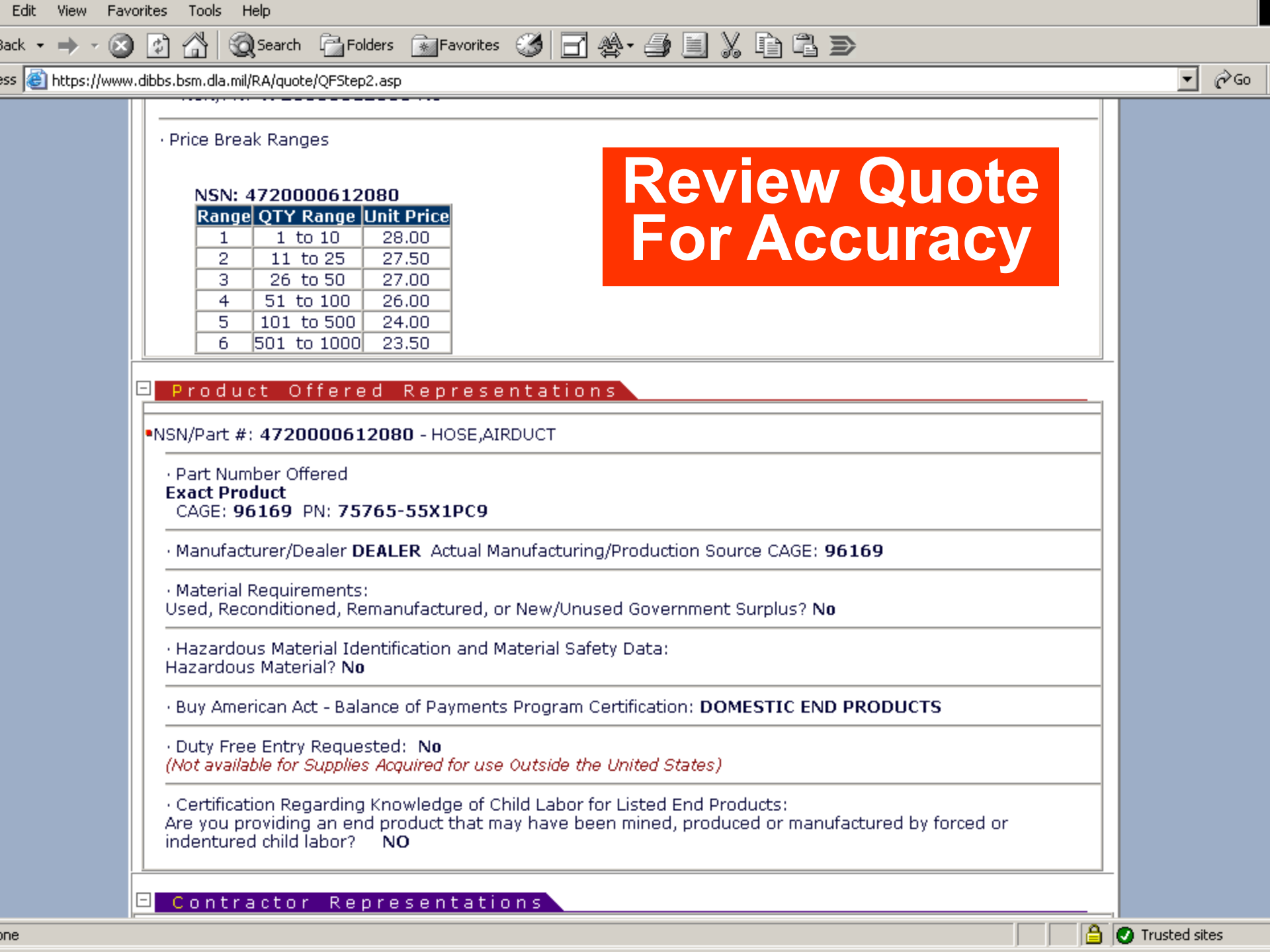
NSN/PN: **4720000612080** +0 -0 %

## · Quantity Available for Immediate Shipment

Is there a quantity available for immediate shipment?

NSN/PN: **4720000612080** **No**

Trusted sites



· Price Break Ranges

NSN: 4720000612080

Range	QTY Range	Unit Price
1	1 to 10	28.00
2	11 to 25	27.50
3	26 to 50	27.00
4	51 to 100	26.00
5	101 to 500	24.00
6	501 to 1000	23.50

Review Quote  
For Accuracy

Product Offered Representations

· NSN/Part #: 4720000612080 - HOSE,AIRDUCT

· Part Number Offered

**Exact Product**

CAGE: 96169 PN: 75765-55X1PC9

· Manufacturer/Dealer **DEALER** Actual Manufacturing/Production Source CAGE: 96169

· Material Requirements:

Used, Reconditioned, Remanufactured, or New/Unused Government Surplus? **No**

· Hazardous Material Identification and Material Safety Data:

Hazardous Material? **No**

· Buy American Act - Balance of Payments Program Certification: **DOMESTIC END PRODUCTS**

· Duty Free Entry Requested: **No**


*(Not available for Supplies Acquired for use Outside the United States)*

· Certification Regarding Knowledge of Child Labor for Listed End Products:

Are you providing an end product that may have been mined, produced or manufactured by forced or indentured child labor? **NO**

Contractor Representations



A screenshot of a web browser displaying a "Contractor Representations" form. The form is divided into several sections with labels like "Taxpayer Identification Number (TIN)", "Type of Organization", "Small Business and Other Business Type Representations", "Affirmative Action Compliance", "Previous Contracts and Compliance Reports", and "Alternate Disputes Resolution". A large red banner with white text "Review Quote For Accuracy" is overlaid on the top right. A yellow starburst graphic with the text "If Accurate" is overlaid on the bottom right, pointing to the "Submit" button. The "Submit" button is green with white text, and the "Reset" button is yellow with black text. The contractor's address is listed at the bottom left.

## Contractor Representations

• Taxpayer Identification Number (TIN) -  
TIN: or Status: **Tin Applied For**

• Type of Organization: **Partnership**  
• Common Parent - Name: **NA** TIN: **NA**

• Small Business and Other Business Type Representations:

- Type: **Small Business**
- **Small Disadvantaged Business** Ethnic Type: **Native American**
- Veteran Owned Business Status: **Service Disabled Veteran-Owned Small Business**
- **HUBZone Small Business**

• Affirmative Action Compliance **No Previous Contracts Subject to Requirements**

• Previous Contracts and Compliance Reports **Participated and Not Filed**

• Alternate Disputes Resolution:

Do you agree to use alternate dispute resolution in accordance with DLAD 52.233-9001? **Agree**

### Notice:

You have stated that the part number offered for NSN 4720000612080 is an 'exact product'. **Exact product means CAGE 96169 P/N 75765-55X1PC9: manufactured by, under the direction of, or under agreement with CAGE 96169.** Any product not meeting these criteria is considered an alternate product even though it may be manufactured in accordance with the drawings and/or specifications of CAGE 96169. (see DLAD 52.217-9002). To confirm the technical acceptability of your exact product quote, we may request documents (e.g., invoice, quote, agreement) to show traceability to CAGE 96169. Failure to provide adequate traceability upon request may result in the rejection of your quote as technically unacceptable. Any indication that you have misrepresented the product offered shall result in the Government considering rescission of any resultant contract and all other sanctions, contract penalties, and remedies established under any other law or regulation.

**NOTE:** It is possible for an item description to change between issuance of the solicitation and the resulting order. If an order is issued by the Government in response to this quotation that does not cite CAGE 96169 P/N 75765-55X1PC9, you should not commence performance but should promptly notify the administrative contracting officer of the

Contractor's Address:

**DIBBS TEST CAGE  
3990 EAST BROAD STREET  
COLUMBUS, OH UNITED STATES  
43216-5000**

Reset

Submit»»

# Quote Successfully Submitted

Location: Home » Solicitations » RFQs » **Quote Submission**

LOGGED ON  ENHANCED OFF 

[37] 02/06/2005 9:57:04 PM

**Your Quote has been successfully submitted.**

Solicitation #	Total	Quoting For CAGE	Quoter	Vendor Quote#	Quote Date/Time ET
<a href="#">SPM70004T0838</a>	\$56.00	DIBBS	DSCC Small Business - Eleanor Holland	1234	2/6/2005 9:57:04 PM

[▶ New RFQ Search](#)  
 [▶ View Today's Submitted Quotes](#)  
 [▶ Search Submitted Quotes](#)

▶ **Fast Trak Quoting**

If you know your solicitation number, you may enter it here and go directly to step one of the quote form by passing the RFQ search.

**Solicitation #:**

(Enter without dashes or spaces)

Concentrations Over

\$150,000

# Requests for Proposals (RFPs)

Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

The screenshot shows the DLA DIBBS website interface. At the top, there is a navigation bar with links for 'Home' and 'Solicitations'. Below this, a 'Notice' section is visible. The main content area is divided into several sections: 'Help', 'Solicitations', 'References', 'Vendor Registration', 'Awards', 'Technical Data', and 'Notices'. The 'Solicitations' section is highlighted with a red circle around the 'Requests for Proposal (RFP) / Invitation For Bid (IFB)' link. Other links in this section include 'Requests for Quotation (RFQ)', 'Batch Quoting', 'Submitted Quote Searching', and 'Other DLA Opportunities'. The 'References' section includes links for 'Global Search', 'Federal Stock Classes (FSC) managed by DLA', 'Master Solicitation Documents', 'Regulation Extracts used for DIBBS quoting', 'Virtual Library', 'Automated Best Value System (ABVS)', and 'Supplier Requirements Visibility Application (SRVA)'. The 'Vendor Registration' section includes 'Vendor Registration' and 'Registration Guidelines'. The 'Awards' section includes 'Awards', 'Other DLA Awards', and 'Subsistence Blanket Purchase Agreements (BPAs)'. The 'Technical Data' section includes 'DLA Collaboration Folders (cFolders)', 'DLA Packaging', 'DoD Specifications and Standards', and 'Military Engineering Data Asset Locator System'. The 'Notices' section is at the bottom. The website footer shows the date '05/05/2011 09:51:28 AM' and the text 'Local intranet'.

**Help**

- Help
  - Frequently Asked Questions ~ FAQ
  - DIBBS On-Line Quoting Help
  - Batch Quoting Help
- Contact Us

**Solicitations**

- Requests for Quotation (RFQ)
  - Batch Quoting
  - Submitted Quote Searching
- Requests for Proposal ( RFP ) / Invitation For Bid (IFB)**
- Other DLA Opportunities

**References**

- Global Search
- Federal Stock Classes (FSC) managed by DLA
- Master Solicitation Documents
- Regulation Extracts used for DIBBS quoting
- Virtual Library
- Automated Best Value System (ABVS)
- Supplier Requirements Visibility Application (SRVA)

**Vendor Registration**

- Vendor Registration
- Registration Guidelines

**Awards**

- Awards
- Other DLA Awards
- Subsistence Blanket Purchase Agreements (BPAs)

**Technical Data**

- DLA Collaboration Folders (cFolders)
- DLA Packaging
- DoD Specifications and Standards
- Military Engineering Data Asset Locator System

**Notices**



Home

Solicitations

RFQs

RFP/IFBs

Tech Data

Downloads

Awards

Navigation: Navigation/Documents - - - - -

Search: Choose Search

go

Location: Home » Solicitations » **RFP/IFBs**

LOGGED OFF ENHANCED OFF

**Notice:** Please read notices posted on the [Notices page](#).

[172] 06/21/2011 11:20:07 AM

■ Search the RFP/IFB Database

RFP/IFB DATABASE

Search Categories:

- ☒ **FSC/National Stock Number**
- ☐ Solicitation Number
- ☐ Nomenclature
- ☐ Buyer Code
- ☐ Issue Date (mm/dd/yyyy)
- ☐ Close Date (mm/dd/yyyy)

Search Value(s):

2510

Reset

**Submit »»**

Records per page: ☐ 10 ☒ 25 ☐ 50 ☐ 75

Sorted by:

- ☐ Solicitation
- ☒ NSN
- ☐ Issue Date
- ☐ Close Date
- ☐ Nomenclature

Then by:

- ☐ Solicitation
- ☒ NSN
- ☐ Issue Date
- ☐ Close Date
- ☐ Nomenclature

Show Only Items with Bid Sets ☐

■ Solicitation Package Search

Solicitation#:

**Go**

Note: This search bypasses the multiple record display and goes directly to the Solicitation Package page containing all amendments, attachments, and NSN listing.





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Navigation: Navigation/Documents - - - - -

Search: Choose Search

go

Location: Home » Solicitations » RFP/IFBs » **Search Results**

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**Notice:** Please read notices posted on the [Notices page](#).

[172] 06/21/2011 11:21:51 AM

[New RFP/IFB Search](#)

RFP/IFBs for **NSN Like 2510** sorted by NSN.


Records 1 thru 25 of 28 Records.

Pages: 1 2

Click on the Solicitation # to view the RFP/IFB Package or the NSN for available PID.

#	NSN/ NOMENCLATURE	TECH DOCUMENTS	SOLICITATION #	ISSUED	CLOSES	
1	<a href="#">2510-00-650-1015</a> FRAME,STRUCTURAL,VE	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	
2	<a href="#">2510-00-737-3331</a> FRAME,WINDOW,VEHICU	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>			
3	<a href="#">2510-00-986-5209</a> ANGLE,FENDER REINFO	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	
4	<a href="#">2510-01-061-8923</a> GRILLE,METAL	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	
5	<a href="#">2510-01-071-9825</a> FRAME,STRUCTURAL,VE	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0
6	<a href="#">2510-01-082-3630</a> FRAME SECTION,STRUC	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0
7	<a href="#">2510-01-138-7350</a> RETAINER,TORSION BAR	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0
8	<a href="#">2510-01-147-5827</a> DOOR,HATCH,VEHICLE	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0
9	<a href="#">2510-01-185-3107</a> SHIELD, RADIATOR SIDE, LH	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0
10	<a href="#">2510-01-210-2166</a> PANEL,BODY,VEHICULA	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0
11	<a href="#">2510-01-276-9249</a> BAR,SUSPENSION TIE	<a href="#">Tech Docs</a>	<a href="#">SPM7MX-11-R-0137</a>	6/3/2011	6/27/2011	CMGA0

**Select  
solicitation  
to review**



DEFENSE LOGISTICS AGENCY  
**WWW.DIBBS.BSM.DLA.MIL**  
DLA Intranet Bid Board System

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Navigation: [Navigation/Documents](#) Search:

Location: [Home](#) » [Solicitations](#) » [RFP/IFBs](#) » **SPM7MX-11-R-0137** LOGGED OFF ENHANCED OFF

**Notice:** Please read notices posted on the [Notices page](#).

[New RFP/IFB Search](#)

[172] 06/21/2011 11:27:29 AM

**Note:** Offers/Sealed Bids for RFPs/IFBs shall be submitted in accordance with the instructions in Block 9 of the solicitation.

SOLICITATION PACKAGE:  
[SPM7MX11R0137PKG.ZIP](#)

TOTAL ITEMS:  
40

ISSUE DATE:  
6/3/2011

CLOSE DATE:  
6/27/2011

BUYER CODE:  
CMGA0

SOLICITATION:  
[SPM7MX11R0137](#)

ATTACHMENT(S):  
[SPM7MX11R01370001.pdf](#)

ATTACHMENT(S):

NSN Data -- Click on NSN to view

#	NSN	NOMENCLATURE	TECH DATA
1	<a href="#">2510-00-650-1015</a>	FRAME,STRUCTURAL,VE	<a href="#">Tech Docs</a>
2	<a href="#">2510-00-737-3331</a>	FRAME,WINDOW,VEHICU	<a href="#">Tech Docs</a>
3	<a href="#">2510-00-986-5209</a>	ANGLE,FENDER REINFO	<a href="#">Tech Docs</a>
4	<a href="#">2510-01-061-8923</a>	GRILLE,METAL	<a href="#">Tech Docs</a>
5	<a href="#">2510-01-071-9825</a>	FRAME,STRUCTURAL,VE	<a href="#">Tech Docs</a>
6	<a href="#">2510-01-082-3630</a>	FRAME SECTION,STRUC	<a href="#">Tech Docs</a>
7	<a href="#">2510-01-138-7350</a>	RETAINER,TORSION BAR	<a href="#">Tech Docs</a>
8	<a href="#">2510-01-147-5827</a>	DOOR,HATCH,VEHICLE	<a href="#">Tech Docs</a>
9	<a href="#">2510-01-185-3107</a>	SHIELD, RADIATOR SIDE, LH	<a href="#">Tech Docs</a>
10	<a href="#">2510-01-210-2166</a>	PANEL,BODY,VEHICULA	<a href="#">Tech Docs</a>
11	<a href="#">2510-01-276-9249</a>	BAR,SUSPENSION TIE	<a href="#">Tech Docs</a>
12	<a href="#">2510-01-378-5615</a>	TAILGATE	<a href="#">Tech Docs</a>
13	<a href="#">2510-01-420-8113</a>	HINGE,DOOR,VEHICULA	<a href="#">Tech Docs</a>

Click here to open the solicitation

Done

Local intranet 100%



[Home](#)[Solicitations](#)[RFQs](#)[RFP/IFBs](#)[Tech Data](#)[Downloads](#)[Awards](#)Navigation: [Navigation/Documents](#) - - - - -Search: [Choose Search](#)[go](#)Location: [Home](#) » [Solicitations](#) » [RFP/IFBs](#) » **Registration for Amendment Notification - SPM40605R0002**

LOGGED OFF ENHANCED OFF

[37] 02/06/2005 11:11:13 PM

**Would you like to be notified of any/all Amendments to this Solicitation?**☒ YES☐ NO

If Yes, then please complete the following:

**Required Email:** **Company Name:** **Address:** **City:** **State:** **Zip Code:** **CAGE Code:** [Submit](#)[Clear Form](#)

**Complete and submit to be notified of changes to the RFP**

**If you just want to look at the RFP, check "NO" and submit**

# INFORMATION TO OFFERORS OR QUOTERS SECTION A - COVER SHEET

Form Approved  
OMB No. 0705-0162  
Expires Oct 31, 2004

The public reporting burden for this collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to Washington Headquarters Service, Directorate for Information Operations and Reports (0150-5045) (201) 295-0740, Paperwork Project (0150-5045). Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to Washington Headquarters Service, Directorate for Information Operations and Reports (0150-5045) (201) 295-0740, Paperwork Project (0150-5045). Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to Washington Headquarters Service, Directorate for Information Operations and Reports (0150-5045) (201) 295-0740, Paperwork Project (0150-5045).

PLEASE DO NOT RETURN YOUR FORM TO THE ABOVE ADDRESS. RETURN COMPLETED FORM TO THE ADDRESS IN BLOCK 4 BELOW

1. SOLICITATION NUMBER <b>SPM7MX-11-R-0137</b>		2. (X one) a. INVITATION FOR BID (IFB) <input checked="" type="checkbox"/> b. REQUEST FOR PROPOSAL (RFP) <input type="checkbox"/> c. REQUEST FOR QUOTATION (RFQ) <input type="checkbox"/>		3. DATE/TIME RESPONSE DUE <b>2011 JUN 27 1:00 PM</b>	
<p><b>INSTRUCTIONS:</b></p> <p><b>Note:</b> The provision entitled "Requirement for Contractor Registration" applies to most solicitations.</p> <p>1. If you are not submitting a response, complete the information in Blocks 4 through 11 and return to the issuing office in Block 4 unless a different return address is indicated in Block 7.</p> <p>2. Offerors or quoters must include full, accurate, and complete information in their responses as required by this solicitation (including attachments). "Firms" are provided on Standard Form 64, Standard Form 51, and their solicitation documents. Examine the same solicitation carefully. The penalty for making false statements is prescribed in 18 U.S.C. 1001.</p> <p>3. Offerors or quoters must properly mark their responses with the Solicitation Number and the date and local time for bid opening or receipt of proposals that is in the solicitation documents.</p> <p>4. Information regarding the timeliness of response is addressed in the provision of this solicitation entitled either "Late Submissions, Modifications, and Withdrawals of Bids" or "Instructions to Offerors - Competitive Acquisition".</p>					
4. ISSUING OFFICE (Complete mailing address, including Zip Code) <b>DLA LAND AND MARITIME MARITIME SUPPLY CHAIN PO BOX 3990 COLUMBUS OH 43218-3990</b>			5. ITEMS TO BE PURCHASED (list description) <b>See Section B Spreadsheet</b>		
6. PROCUREMENT INFORMATION (X and complete as applicable)					
a. THIS PROCUREMENT IS UNRESTRICTED.					
b. THIS PROCUREMENT IS <input type="checkbox"/> SET-ASIDE FOR SMALL BUSINESS. THE APPLICABLE NAICS CODE IS:					
c. THIS PROCUREMENT IS <input type="checkbox"/> SET-ASIDE FOR HUB ZONE CONCERNS. THE APPLICABLE NAICS CODE IS:					
d. THIS PROCUREMENT IS RESTRICTED TO FIRMS ELIGIBLE UNDER SECTION 8(a) OF THE SMALL BUSINESS ACT.					
7. ADDITIONAL INFORMATION <b>100% Set Aside for SERVICE DISABLED VETERAN OWNED SMALL BUSINESS CONCERNS</b>					
8. POINT OF CONTACT FOR INFORMATION					
a. NAME (Last, First, Middle Initial) <b>Brady Warner, PMCM/244</b>			b. ADDRESS (Include Zip Code) <b>DLA LAND AND MARITIME MARITIME SUPPLY CHAIN PO BOX 3990 COLUMBUS OH 43218-3990</b>		
c. TELEPHONE NUMBER (include Area Code and Extension) <b>(614) 692-9034</b>			d. E-MAIL ADDRESS <b>Brady.Warner@dlm.mil</b>		
9. REASONS FOR NO RESPONSE (X all that apply)					
a. CANNOT COMPLY WITH SPECIFICATIONS		b. UNABLE TO IDENTIFY THE ITEM(S)		c. DO NOT REGULARLY MANUFACTURE OR SELL THE TYPE OF ITEMS INVOLVED	
d. CANNOT MEET DELIVERY REQUIREMENT		e. OTHER (Specify)			
10. MAILING LIST INFORMATION (X one)					
WE <input type="checkbox"/> DO <input type="checkbox"/> DO NOT DESIRE TO BE RETAINED ON THE MAILING LIST FOR FUTURE PROCUREMENT OF THE TYPE INVOLVED.					
11a. COMPANY NAME			b. ADDRESS (Include Zip Code)		
c. ACTION OFFICER					
(1) Typed or Printed Name (Last, First, Middle Initial)		(2) Title		(3) Signature	
				(4) DATE SIGNED (yy/mm/dd)	

DD FORM 1707, FEB 2002

Previous editions are obsolete.





The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



**Help**

- [Help](#)
  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)
- [Contact Us](#)

**Solicitations**

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

**References**

- [Global Search](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)
- [Master Solicitation Documents](#)
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Automated Best Value System \(ABVS\)](#)
- [Supplier Requirements Visibility Application \(SRVA\)](#)

**Notices**

<a href="#">DLA Land and Maritime Suppliers, Material Cost Reduction Letter 2</a>	05/05/2011 05:51:39 PM
<a href="#">2011 DLA Industry Conference and Exhibition Update</a>	04/05/2011 11:54:18 AM
<a href="#">Networking Room - 2011 DLA Industry Conference and Exhibition</a>	04/05/2011 11:13:32 AM
<a href="#">CRITERIA FOR SELECTING DLA LAND AND MARITIME 2010 RECOGNITION FOR EXCELLENCE AWARDS</a>	03/09/2011 02:24:22 PM
<a href="#">2011 DLA Enterprise Supplier Conference and Exhibition</a>	02/08/2011 02:05:29 PM
<a href="#">DLA Aviation Supplier Letter</a>	02/07/2011 12:54:24 PM
<a href="#">Medical Supplies for Overseas Shipment</a>	05/06/2010 11:23:51 AM
<a href="#">Contract Data Requirements List (CDRL) Website</a>	10/01/2009 11:29:37 AM

**Vendor Registration**

- [Vendor Registration](#)
- [Registration Guidelines](#)

**Awards**

- [Awards](#)
- [Other DLA Awards](#)
- [Subsistence Blanket Purchase](#)

**Technical Data**

- [DLA Collaboration Folders \(cFolders\)](#)
- [DLA Packaging](#)
- [DoD Specifications and Standards](#)
- [Military Engineering Data Asset Locator System](#)

Where to go to  
do follow-up



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Location: Home » **Awards**

LOGGED OFF ENHANCED OFF

[172] 06/21/2011 11:56:50 AM

**Notice:** Please read notices posted on the [Notices page](#).

**Awards Search** | [Awards by Award Dt](#) | [Awards by Post Dt](#)

■ Search the Awards Database.

**Awards Database Search**

**Search Categories:**

**Search Value(s): \***

**Scope. Show:**

**Sorted by:**  **Then By Sorted by:**

## SEARCH CATEGORIES

- Contract Number
- Solicitation Number
- Purchase Request Number
- Awardee CAGE
- FSC/ National Stock Number
- Nomenclature

- An asterisk image (\*) next to a form input indicates a Mandatory Input entry.
- A plus sign image (+) next to a form input indicates a conditional Mandatory Input entry. Requirement is based on the combination of other form entries or data required to process your request.

■ Other Award Search Options:

- Awards by [Award Date](#) or [Post Date](#).

■ Other Award Related Links:

- DoD Procurement Gateway, [Progate](#)



**Notice:** Please read notices posted on the [Notices page](#).

[172] 06/21/2011 12:50:09 PM

[Awards Search](#) | [Awards by Award Dt](#) | [Awards by Post Dt](#)

All Awards/Modifications for **NSN** Line **2510** sorted by Contract #, NSN.

Records 1 thru 50 of 15202 Records.

Pages: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#) [11](#) [12](#) [13](#) [14](#) [15](#) [16](#) [17](#) [18](#) [19](#) [20](#) [Next 20 Pages >>](#)

Click on the Contract # to view the Award Document or Package.

#	Contract #	Delivery Order#	Awardee CAGE	Award Date	Total Contract Price	NSN/ Nomenclature	PR # or Req # / Solicitation	Award Posted
1	<a href="#">FA810405G0004</a>	UZ65	<a href="#">07482</a>	7/3/2008	\$3,125.50	2510012932877 FRAME SECTION, STRUCTURAL.	0017384074 SPM7L308T1225	7/3/2008
2	<a href="#">M6785407D5025</a>	YM46	<a href="#">06085</a>	5/23/2008	\$6,582.00	2510015564115 HANGER,SPRING,VEHIC	0018871584	5/23/2008
3	<a href="#">M6785407D5028</a>	WU4W	<a href="#">98247</a>	7/13/2008	\$556.20	2510015576824 PANEL,BODY,VEHICULA	0019282537	7/14/2008
4	<a href="#">M6785407D5028</a>	WU4X	<a href="#">98247</a>	7/13/2008	\$800.00	2510015576846 PANEL,BODY,VEHICULA	0019282538	7/14/2008
5	<a href="#">M6785407D5028</a>	WU4Y	<a href="#">98247</a>	7/13/2008	\$1,638.00	2510015576848 PANEL,BODY,VEHICULA	0019282540	7/14/2008
6	<a href="#">M6785407D5028</a>	WU4Z	<a href="#">98247</a>	7/13/2008	\$7,977.00	2510015576849 PANEL,BODY,VEHICULAR	0019282541	7/14/2008
7	<a href="#">M6785407D5028</a>	WU55	<a href="#">98247</a>	7/11/2008	\$8,285.00	2510015575691 PANEL,BODY,VEHICULA	0019279136	7/11/2008
8	<a href="#">M6785407D5028</a>	WU5B	<a href="#">98247</a>	7/13/2008	\$490.80	2510015576851 PANEL,BODY,VEHICULA	0019282543	7/14/2008
9	<a href="#">M6785407D5028</a>	WU5J	<a href="#">98247</a>	7/13/2008	\$1,063.20	2510015576759 PANEL,BODY,VEHICULA	0019282709	7/14/2008
10	<a href="#">M6785407D5028</a>	WU5Z	<a href="#">98247</a>	7/13/2008	\$335.20	2510015576852 PANEL,BODY,VEHICULA	0019282784	7/14/2008



Customer Contact  
Center  
(24 hr/7 day)

Enterprise Business  
System

DLA-EBS Internet Bid  
Board System (DIBBS)

Points of Contact

Administrative  
Services

DOD EMAIL

Small Business  
Program

Freedom of  
Information

Columbus Federal  
Voice

About the Installation

Organization Chart

Contact Us

DLA Land and  
Maritime

Operational Status

**IMPORTANT** - Users experiencing Internet Explorer certificate issues, please view these [instructions](#).

#### Buying from DLA Land and Maritime

- [Doing Business with DLA Land and Maritime](#)
- [Buying from DLA Land and Maritime](#)
- [Materiel Status](#)
- [Support](#)
- [DLA Land and Maritime Programs](#)
- [DLA Land and Maritime Offices](#)

#### Selling to DLA Land and Maritime

- [Doing Business with DLA Land and Maritime](#)
- [Vendor Assistance](#)
- [Business Opportunities](#)
  - [4710 Commodity Group Project](#)
  - [Tire Management Privatization Program](#)
  - [Tire Successor Initiative \(TSI\)](#)
  - [Global War on Terrorism \(GWOT\) Initiative](#)
  - [Mine Resistant Ambush Program \(MRAP\)](#)
  - [Industrial Product-Support Vendor \(IPV\)](#)
- [DLA-EBS Internet Bid Board System \(DIBBS\)](#)
- [DLA Packaging Web Site](#)
- [Value Management Unit](#)
- [Automated Best Value System \(ABVS\) Program](#)

#### Library Documents

- [Mil Specs and Drawings Search Tool](#)
- [QMLs and QPLs](#)
- [Quality Assurance](#)

#### Links to Related Sites

- [Lodaino Close to Defense Supply Center Columbus](#)

## Other DLA Opportunities

- **DLA Aviation**
- **DLA Troop Support**
- **FEDBIZOPPS**
- **Navy**
- **Army**
- **Air Force**



# DEFENSE LOGISTICS AGENCY

## DLA Land and Maritime

June 21, 2011

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### 4710 Commodity Group Project

#### Special Programs Directorate

DLA Land and Maritime intends to issue a solicitation for the purchase of Federal Supply Class (FSC) 4710 supplies to effectively and efficiently meet the needs of military customers while providing end-to-end logistical support. The solicitation will contain two groupings, one set-aside for small business and one unrestricted. The primary method of support will be customer direct shipments but there will also be terms incorporated to allow for shipments to stocking locations. The goals of this acquisition are to provide on time delivery (OTD) within time definite delivery (TDD) time frames, reduce customer wait time, provide responsive customer service, and provide best value conforming supplies to worldwide military customers. The acquisition intends to take advantage of the latest technologies, expertise, flexibility, and business practices of the commercial market place to provide time and monetary savings to the Government.

Please note, the Government intends to award one contract per grouping. The total length of any contract will not exceed 5 years.

The Government currently anticipates RFP issuance April 27, 2010.

#### Listing of NSNs per Grouping (27 April 2010)

- [4710 Unrestricted NSN Listing](#)
- [4710 Set Aside NSN Listing](#)

#### Item Description and Packaging Requirements (27 April 2010)

- [4710 Unrestricted Item Descriptions](#)
- [4710 Small Business Set Aside Item Descriptions](#)

#### Demand Data History (30 April 2010)

- [Demand Data Notice](#)
- [Zone Map](#)
- [4710 Unrestricted Demand History](#)



# **Doing Business with DSCC and DLA**

---

**Where Do I Go  
For More Help and  
Information?**



# DLA SUPPLY CENTERS

---

## **DLA LAND AND MARITIME (DSCC)**

**3990 EAST BROAD STREET  
COLUMBUS, OH 43213-1152**

**TEL: (614) 692-3541 or  
1-800-262-3272**

**Web Site:**

**[www.landandmaritime.dla.mil](http://www.landandmaritime.dla.mil)**

## **DLA TROOP SUPPORT (DSCP)**

**700 ROBBINS AVENUE  
PHILADELPHIA, PA 19111-5092**

**TEL: (215) 737-2321 or  
1-800-831-1110**

**Web Site:**

**[www.troopsupport.dla.mil](http://www.troopsupport.dla.mil)**

## **DLA AVIATION (DSCR)**

**8000 JEFFERSON DAVIS HWY  
RICHMOND, VA 23297-5124**

**TEL: (804) 279-3287 or  
1-800-227-3603**

**Web Site:**

**[www.aviation.dla.mil](http://www.aviation.dla.mil)**





# **Procurement Technical Assistance Centers (PTACs)**

---

## **What are PTACs???**

**Government funded local resources available across the country providing assistance in marketing your products and services to Federal, state and local governments**

### **PTAC Goals:**

- **Help small businesses be competitive**
- **Explain the complexities of Government procurement**
- **Encourage economic development through job retention and creation**
- **Build strong contractors through targeted training and one-on-one assistance**

**<http://www.dla.mil/db/procurem.htm>**



# Free Training

DLA LAND AND MARITIME / Columbus Ohio

**T**rainning

**K**nowledge

**O**pportunities  
Free Seminars



JULY 12-13, 2011

OCTOBER 18-19, 2011

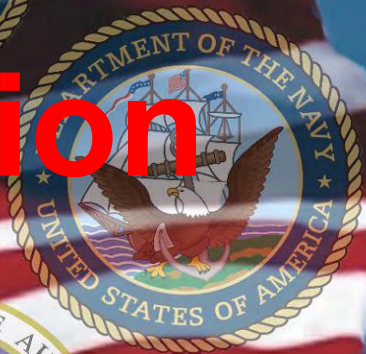
## Doing Business With DLA:

- Getting Started
- Assistance in your area (PTACs)
- Small Business Programs
- Quoting on DLA BSM DIBBS
- Alternate Offers – how to get approved
- Understanding quality requirements
- Packaging – what the government wants
- How to get Drawings and Bid-sets
- DoD EMail – Be on-line for our Customers
- Payment Processing
- Freedom of Information (FOIA)
- Meet Buyers and Technicians one-on-one

**Seating is limited – make reservation on-line at:  
<http://www.dscc.dla.mil/News/events/tko/>**

**Thank you for your  
Time and Attention**

**Leaving you with  
a Final Thought . . .**







**Let's work together  
to bring them home safely!**





## Procurement Technical Assistance Center

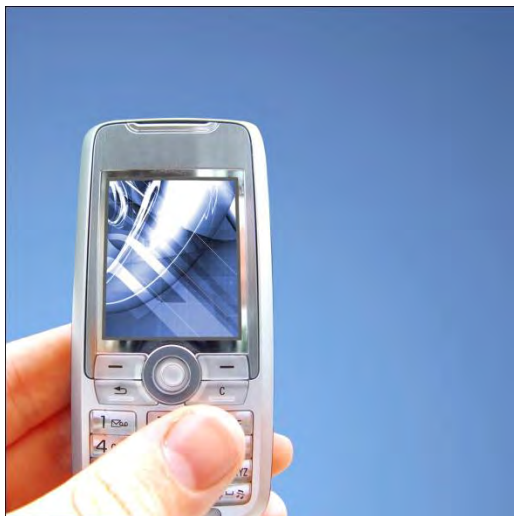
South  
West  
Central  
Ohio  
Procurement  
Technical  
Assistance  
Centers

**Welcome to TKO:**  
Training, Knowledge &  
Opportunities





**Please set Your Electronic  
Devices on Vibrate**



# Introductions

## SWCO PTAC Director

Jill Nagy-Reynolds

937-259-1368

[jreynolds@emtec.org](mailto:jreynolds@emtec.org)

## SWCO PTAC Associate Director/Dayton Counselor

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937-258-5407

[dbischof@emtec.org](mailto:dbischof@emtec.org)

## SWCO PTAC Columbus Counselor

Shanda Harris

614-220-9030

[sharris@emtec.org](mailto:sharris@emtec.org)

## SWCO PTAC Cincinnati Counselor

Brian Wirth

513-489-2528

[bwirth@emtec.org](mailto:bwirth@emtec.org)

## SWCO PTAC Program Assistant

Delores Ely

937-253-0038

[dely@emtec.org](mailto:dely@emtec.org)





Your Resource to Winning Government Contracts



## Southwest Central Ohio PTAC

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**SERVICES**

**GETTING STARTED**

**EVENTS**

**PTACCONNECT**

**CONTACT US**

### Win Government Business

One solid piece of government work could mean the difference between modest and extraordinary growth for your company. The challenge is having the time and expertise to effectively sell to government agencies. That's where the services of SWCO PTAC can help you.

SWCO PTAC has the specialized knowledge to assist you in aggressively pursuing government business. Our professionals train you to find the opportunities best suited for your company and enable you to win contracts.

**Want to know more?**

**We can help you decide if government contracting is  
right for you.**

**Call us! 937-253-0038**

### Find Qualified Small Businesses

Selecting a qualified vendor for your next project can be a challenge. You want to find suppliers that deliver exceptional goods and services at the right price and on time. Of the dozens of companies that apply for the job,



# PTAC HISTORY

**PTAC's  
Mission:  
Teach  
companies  
how to  
sell to the  
government**

**The Procurement Technical Assistance Cooperative Agreement Program was initiated in 1985 by Defense Logistics Agency (DLA) to increase competition in the private sector for products and services sold to the Department of Defense.**

# PTAC is FREE

- Department of Defense (DLA)
- Ohio Dept of Development (ODOD)
- Edison Materials Technology Center (EMTEC)



# PTAC's Services

- One on one counseling
- Review your registrations & discuss your government sales strategy.
- Help with your government specific marketing materials.
- Post-award Assistance
- Procurement history reports
- Military specifications (Mil-Specs)
- Federal acquisition Regulations (FAR) help:  
<http://farsite.hill.af.mil/vffara.htm>
- Free Daily Bid Match
- Answers to your questions!

# FINDING OPPORTUNITIES

## What Does The Government Buy?





# The US Government is the Largest Customer in the World!



# **FEDERAL PURCHASES**

- **Supplies and equipment**
- **Services**
- **Agriculture, communications,  
utilities, finance & admin**
- **Construction**
- **Wholesale / retail**

# WHY GOVERNMENT?

- **Expand market share and increase profits**
- **The federal government is a multi-billion dollar procurer (\$500 Billion)**
- **The State of Ohio is a large buyer of goods and services**
- **Cities, counties and universities are buyers of goods and services**
- **Only a small percentage of U.S. businesses are competing**
- **Government is encouraging small business competition**

# FEDERAL OPPORTUNITIES

**No one else will give  
you this kind of  
Market Data...  
And all in one spot!!**

**The first place you should look:**

**[www.fbo.gov](http://www.fbo.gov)**

- See everything the federal gov't is buying over \$25,000.
- Review Awards to find subcontracting opportunities.
- Pay attention to Pre-Solicitations so you are prepared when the full solicitation comes out.
- Gather names & contact info for contracting officers.
- Look for "Interested Vendors" - they make good teaming partners and subcontractors.



[Home](#)
[General Info](#)
[News](#)
[Opportunities](#)
[Agencies](#)
[Privacy](#)

Welcome  
mark

<http://www.fbo.gov>

and government [buyers](#) are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.

## Find Opportunities

NO REGISTRATION REQUIRED

[Advanced Search](#) ▶ [View By Agency](#) ▶

### QUICK SEARCH

[Advanced Search](#)



## RECOVERY

FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)

[SEARCH RECOVERY AWARDS](#)

## Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password](#)

## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password](#)

[Reminder](#)

### FBO BID MODULE

**LAUNCHED**  
This new feature allows for the electronic submission and review of vendor responses to a notice. For more details, please review the updated user guides below.

### USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency](#)

# FEDERAL OPPORTUNITIES

## DIBBS

### DLA-BSM Internet Bid Board System

- Especially good for manufacturers and commodity distributors.
- Find opportunities for all 3 DLA centers:  
Aviation, Land/Maritime, & Troop Support
- Free training available from Land/Maritime:

- 2-day TKO Training
- 3990 E Broad St, Columbus, OH
- Register: <http://www.dscc.dla.mil/News/events/tko/>

**Search DIBBS  
for opportunities  
with DLA:**

**[https://www.dibbs.  
bsm.dla.mil/](https://www.dibbs.bsm.dla.mil/)**

Location: Home

LOGGED OFF

**Notice:** Please read notices posted on the [Notices page](#).

[42] 02/11/2

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

*Registered User  
Log In*



#### Help

- [Help](#)
  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)

#### Contact Us

#### Solicitations

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

#### References

- [Global Search](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)
- [Master Solicitation Documents](#)
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Automated Best Value System \(ABVS\)](#)
- [Supplier Requirements Visibility Application \(SRVA\)](#)

#### Notices

Notice to DSCP Suppliers of Clothing and Textiles - Compliance Concerning

11/17/2008 10:52:51 AM

#### Vendor Registration

- [Vendor Registration](#)
- [Registration Guidelines](#)

#### Awards

- [Awards](#)
- [Other DLA Awards](#)
- [Subsistence Blanket Purchase Agreements \(BPAs\)](#)

#### Technical Data

- [DLA Collaboration Folders \(cFolders\)](#)
- [DLA Packaging](#)
- [DoD Specifications and Standards](#)
- [Military Engineering Data Asset Locator System](#)

# FEDERAL FORECASTS

## The value of seeing the future...



- ☐ Find the program manager long before the solicitation comes out.
- ☐ Start building a comfort level with the program manager & the contracting officer.
- ☐ Get familiar with the players.
- ☐ Find out where to spend your time.
- ☐ Forecasts may serve as a very effective map for the growth of your business!



# FORECASTS

## Where to look...



[www.google.com/unclesam](http://www.google.com/unclesam)

- Search Federal Agency websites to find the **Office of Small and Disadvantaged Business Utilization Offices: OSDBU Office**

# DLA FORECAST LINK

## Available on DIBBS

### Solicitations

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

### References

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- [Virtual Library](#)
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- [Subsistence Blanket Purchase Agreements \(BPAs\)](#)

### Technical Data

- [DLA Collaboration Folders \(cFolders\)](#)
- [DLA Packaging](#)
- [DoD Specifications and Standards](#)
- [Military Engineering Data Asset Locator System](#)

### Notices

- |                                                                                                   |                        |
|---------------------------------------------------------------------------------------------------|------------------------|
| <a href="#">New Lumber Industry Day</a>                                                           | 10/04/2010 07:26:54 AM |
| <a href="#">TRAINING FOR SERVICE DISABLED VETERAN OWNED SMALL BUSINESS (SDVOSB) MANUFACTURERS</a> | 09/07/2010 11:24:21 AM |
| <a href="#">Medical Supplies for Overseas Shipment</a>                                            | 05/06/2010 11:41:52 AM |
| <a href="#">Contract Data Requirements List (CDRL) Website</a>                                    | 10/01/2009 11:29:37 AM |

# FEDERAL FORECASTS



Air Force Procurement Forecast:

<http://www.selltoairforce.org>

FOR GOVERNMENT LEADERSHIP

FOR INDUSTRY

FOR THE ACQUISITION COMMUNITY

FOR MEDIA

Home

About Air Force Small  
Business

Doing Business with the  
Air Force

Small Business  
Programs

Support Programs

Air Force Small  
Business in the News

Outreach Events

Contact Us



## BEYOND GOALS

"Beyond Goals" is a strategy to bring the innovation, agility and efficiency of small businesses to the mission of the Air Force to fly, fight and win ... in air, space and cyberspace.

Beyond Goals pushes past percentages to ensure the Warfighter's access to a comprehensive set of capabilities in support of Air Force priorities.

LEARN MORE ABOUT  
AIR FORCE SMALL BUSINESS

## SPOTLIGHT

**Pikes Peak 2009  
Small Business Outreach  
Briefing Materials Available!**

CLICK FOR MORE INFO

## NEWS

May 14, 2009  
State focuses on small business

April 29, 2009  
Vendors get the government low-down

April 8, 2009  
AF officials spread word about innovation

## Locate a Small Business Specialist

Use the Air Force Office of Small Business Programs Locator to find the right Small Business Specialist for your opportunity.

CLICK TO START SEARCH

## Contract Opportunities

Search the Long Range Acquisition Estimate (LRAE) database to identify upcoming procurements from the U.S. Air Force.

CLICK TO START SEARCH

## Outreach Events

June 2009

S	M	Tu	W	Th	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13



## Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

Login

### ► [Find Opportunities](#)

No login is required to view opportunities.

### ► [Register Now](#)

### ► [Password Reminder](#)

### ► [Recovery FAQs](#)

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.



### DEMONSTRATION VIDEOS

Watch demonstration videos designed to familiarize you with the features and functionality of the new FBO.

**From the Home Page of [www.fbo.gov](http://www.fbo.gov)**

### ADDITIONAL RESOURCES

- [FAQs](#)
- [Federal Service Desk](#)
- [Recovery.gov](#)
- [Whitehouse.gov/recovery/](#)
- [Business Partner Network \(BPN\)](#)
- [Central Contractor Registration \(CCR\)](#)
- [Online Reps & Cert Application \(ORCA\)](#)
- [Federal Agency Business Forecasts](#)
- [Federal Assets Sales](#)
- [Federal Grants](#)
- [USA.gov](#)
- [Minority Business Development Agency](#)
- [SUB - Net \(Subcontracting Opportunities\)](#)
- [IAE](#)





## Agency Recurring Procurement Forecasts:

HOME PAGE	<input type="text" value="Select an Agency"/>
SMALL BUSINESS INFORMATION	<input type="text" value="Select an Agency"/>
BUSINESS OPPORTUNITIES	<input type="text" value="Select an Agency"/>
PROCUREMENT FORECAST	<input type="text" value="Department of Justice"/>



## FY 2010 Forecast of Contracting Opportunities

	Product/Services	NAICS	Procurement Method	Estimated Dollar Range	Target Solicitation Date	Target Award Date	Geographic Location	Incumbent	Point of Contact
DEA	Dialog/Dialog Data Star	519120	SOLE	\$100,000 to \$250,000	Dec-09	Mar-10	Arlington, VA	N/A	Rosemary Russo 202-307-8936 Stacey Strayer 202-307-7709
DEA	Supply- Armored Vehicle Procurement	561613	TBD	\$5,000,000	Feb-10	Apr-10	Overseas	Square One	Thomas Cernac 202-307-7797
DEA	Administrative Services	561110	8a	\$250,000 to \$500,000	Jul-10	Sep-10	Arlington, VA	Alon, Inc.	Janet Gates 202-307-7886
DEA	Copier Maintenance Agreement	811212	TBD	\$250,000 to \$500,000	Feb-10	May-10	Arlington, VA	TBD	Mike Sedgwick 202-353-9652
DEA	Fabricate & Install Taxi Way Gate	238290	TBD	\$100,000 to \$250,000	Nov-09	Dec-09	Ft Worth, TX	N/A	Linda Ray 817-837-2087
DEA	Linguist Services	541930	TBD	\$5,000,000 to \$10,000,000	Nov-09	May-10	Dallas, TX	SOS Int'l Ltd	Justice Parker 202-307-4221
DEA	Information Technology (IT) support services to include Firebird deployment, training and provisioning	541511	GSA	\$10,000,000 to \$50,000,000	Jul-10	Oct-10	Arlington, VA	GWA- Datatrac	Charlene Thompson 202-353-9626

# STRATEGIC PLANS

**Can't find a forecast?  
Look for an agency's Strategic Plan**

**Two good examples are...**



**ATF Strategic Plan:**

[http://www.atf.gov/pub/gen\\_pub/strategicplan/2004-2009stratplan/index.htm](http://www.atf.gov/pub/gen_pub/strategicplan/2004-2009stratplan/index.htm)



**FBI's Strategic Plan:**

<http://www.fbi.gov/filelink.html?file=/publications/strategicplan/strategicplanfull.pdf>

# FEDERAL OPPORTUNITIES

## What other tools are out there?

### ☐ Alternative Bid Boards

FBI's Solicitations Mailing List Application:

<http://www.fbi.gov/business/maillist.htm>

Dept of Energy Acquisition Opportunities:

<http://www.pr.doe.gov/>

US Courts Procurement Opportunities:

<http://www.uscourts.gov/procurement/procureindex.htm>

Dept of Interior's National Business Center Opportunities Board: <http://ideasec.nbc.gov/j2ee/login.jsp>

US Army Contracting Opportunities Search:

<https://acquisition.army.mil/asfi/>





# FEDERAL OPPORTUNITIES

## ☐ Agency-specific Subcontracting Opportunities Directories

USDA Subcontracting Opportunities Directory:

<http://www.da.usda.gov/smallbus/2008SubcontractingDirectory.pdf>

- ☐ **Agency Info** – the more you know about an agency's mission, the better prepared you are to offer something they will purchase. Plus, it shows that you do your homework!

EPA [www.epa.gov/oam/ptod/activeindex.htm](http://www.epa.gov/oam/ptod/activeindex.htm)

WPAFB Tenants List:

<http://www.wpafb.af.mil/units/> Current Contracts:

# FEDERAL OPPORTUNITIES



## ☐ Information on Grant Opportunities

Bureau of Justice Grant Opportunities:

<http://www.ojp.usdoj.gov/BJA/funding/current-opp.html>

## ☐ “Doing Business With” Guides

US Dept of Justice “Doing Business With” Guide:

<http://www.usdoj.gov/07business/index.html>

# What about Manufacturers?

- If you are a manufacturer of parts/ a machine shop, your biggest potential buyer is the Defense Logistics Agency (DLA), and they have a Capabilities Statement Survey, it:
  - Mirrors a capabilities statement, with much more detail
  - Has been in existence for approximately 18 months
  - Is currently only used by the DLA Land and Maritime (in Columbus, Ohio)
  - For a blank template and a sample, go to:  
<http://www.dscc.dla.mil/Offices/smbusiness/index.html>  
Scroll to the bottom of the page for both documents!

## **Let prime contractors know they can talk to you!**

### ➤ **For the Defense Industry (primes and subcontractors):**

- **If you sell:**
  - Goods
  - Software
  - Data
- **And are:**
  - Funded by the military
  - Sell the above for military use
  - Adapt the above for military use



**You should be ITAR Registered (International Traffic in Arms Regulations), and you should let others know that you are!**



## **Federal Women-Owned Small Business Set-Aside Program**



# **Federal Government Small Business Set-aside Program**

## **FAR Part 19.501:**

**The purpose of small business set-asides is to award certain acquisitions exclusively to small business concerns. A “set-aside” for small business is the reserving of an acquisition exclusively for participation by small business concerns. A small business set-aside may be open to all small businesses. A small business set-aside of a single acquisition or a class of acquisitions may be total or partial.**

**On-line Federal Acquisition Regulation Site:**  
**<http://farsite.hill.af.mil/vffara.htm>**





Clause Logic FARSite FARSearch FARSite Forum

<b>FAR Parts</b> (xx)				
<a href="#">Foreword</a>				
<a href="#">Table of Contents</a>				
<a href="#">01</a>	<a href="#">02</a>	<a href="#">03</a>	<a href="#">04</a>	<a href="#">05</a>
<a href="#">06</a>	<a href="#">07</a>	<a href="#">08</a>	<a href="#">09</a>	<a href="#">10</a>
<a href="#">11</a>	<a href="#">12</a>	<a href="#">13</a>	<a href="#">14</a>	<a href="#">15</a>
<a href="#">16</a>	<a href="#">17</a>	<a href="#">18</a>	<a href="#">19</a>	<a href="#">20</a>
<a href="#">21r</a>	<a href="#">22</a>	<a href="#">23</a>	<a href="#">24</a>	<a href="#">25</a>
<a href="#">26</a>	<a href="#">27</a>	<a href="#">28</a>	<a href="#">29</a>	<a href="#">30</a>
<a href="#">31</a>	<a href="#">32</a>	<a href="#">33</a>	<a href="#">34</a>	<a href="#">35</a>
<a href="#">36</a>	<a href="#">37</a>	<a href="#">38</a>	<a href="#">39</a>	<a href="#">40r</a>
<a href="#">41</a>	<a href="#">42</a>	<a href="#">43</a>	<a href="#">44</a>	<a href="#">45</a>
<a href="#">46</a>	<a href="#">47</a>	<a href="#">48</a>	<a href="#">49</a>	<a href="#">50</a>
<a href="#">51</a>	<a href="#">52</a>	<a href="#">52.000</a>		
<a href="#">52.215</a>		<a href="#">52.220</a>		
<a href="#">52.227</a>		<a href="#">52.232</a>		
<a href="#">52.237</a>		<a href="#">52.246</a>		
<a href="#">52 Matrix</a>		<a href="#">53</a>		
<a href="#">AP1</a>		<a href="#">AP2</a>		

**FAR PART 19**  
**Small Business**  
**Set Aside Rules**  
**Including**  
**FAR Part 19.15,**  
**WOSB Program**

A quick reference of the  
**FAR Parts:**

Current to **NEW** Fac 2005-47,  
Effective 13 Dec 2010

ained from 554 ELSG/KSL]

[Frames](#)

ions Check [Archived Regs](#)  
[in PDF format](#)

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[FMCAC IPL](#)

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SAR	HUDAR	IAAR	JAR		
AR	USSOCOM	USTC	VAAR		

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ec 2010

Goto: [FARSite](#) [FARSearch](#) [Clause Logic](#) [Forum](#)

# FEDERAL PROGRAM

## FAR Subpart 19.15 Women-Owned Small Business Program 19.1500 General

- (a) Section 8(m) of the Small Business Act (15 U.S.C. 637(m)) created the Women-Owned Small Business - (**WOSB Program**).
- (b) The purpose of the **WOSB Program** is to ensure women-owned small business concerns have an equal opportunity to participate in Federal contracting and to assist agencies in achieving their **WOSB** participation goals (**see 13 part CFR 127**).



# FEDERAL PROGRAM

## WOSB Contracting Details:

- **Eligible Industry Codes:** There are over **300 6-digit** North American Industry Classification Systems (**NAICS**) codes that are eligible for Federal contracting under the WOSB program. These fall under **83 code categories**.

# FEDERAL PROGRAM

**Contracting officers may set aside a requirement for WOSB's if:**

- The NAICS code is in an industry in which SBA has designated that the WOSB's are substantially underrepresented.
- The contracting officer has a reasonable expectation that two or more WOSBs will submit offers.
- The anticipated award price of the contract does not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.
- The contracting officer believes the contract can be awarded at a fair and reasonable price.

# FEDERAL PROGRAM

**Contracting officers may set aside a requirement for EDWOSBs if:**

- The NAICS code is in an industry in which the SBA has designated that WOSBs are underrepresented.
- The contracting officer has a reasonable expectation that two or more EDWOSBs will submit offers.
- The anticipated award price of the contract does not exceed \$6.5 million in the case of manufacturing contracts and \$4 million in the case of all other contracts.
- In the estimation of the contracting officer, the contract can be awarded at a fair and reasonable price.

# **FEDERAL PROGRAM**

**Getting certified for federal government work as a Woman-Owned Small Business:**

- **Is only necessary, if you are WOSB or EDWOSB under the designated NAICS Codes.**
- **Self-certification involves completing forms and uploading required documents into an on-line repository.**
- **Third party certifications are not yet approved!**



Starting & Managing a Business

Loans & Grants

Contracting

Counseling & Training

SBA Direct

For Lenders

Home > Contracting > Working with the Government > Small Business Certifications & Audiences > Women-Owned Small Business Federal Contract Program

## Contracting

Getting Started

Working with the Government

> Small Business Certifications & Audiences

- HUBZone Certification
- 8(a) Business Development
- Small Business Certification

**Women-Owned Small Business Federal Contract Program**

- Veteran & Service-Disabled Veteran Owned
- Native Americans
- Alaskan Owned Corporations
- Native Hawaiian Owned Corporations
- Small Business Innovation Research
- Contracting Support
- Contracting Rulebook
- Service Contract Inventory

Contracting Opportunities

For Contracting Officials

## Women-Owned Small Business Federal Contract Program

**Latest News Release: February 1, 2011 – SBA Expands Access to Federal Contracting Opportunities for Women-Owned Small Businesses**

### Memo from the Administrator

On October 7, 2010, the U.S. Small Business Administration published a final rule **effective February 4, 2011**, aimed at expanding federal contracting opportunities for women-owned small businesses (WOSBs). The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to **set aside certain federal contracts** for eligible:

- Women-owned small businesses (WOSBs) or
- Economically disadvantaged women-owned small businesses (EDWOSBs)

### WOSB Program Information

WOSB Program Fact Sheet  
WOSB Program Frequently Asked Questions or FAQs  
WOSB Program Applicable NAICS Codes  
Compliance Guide for the WOSB Program  
Contracting Officer's Guide for the WOSB Program

### Eligibility Requirements

To be eligible, a firm must be at least 51% owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens. The

## SBADirect

The answers you need start here.

**My Interests:**

- ☐ Getting Started
- ☐ Contracting Opportunities
- ☐ Types of Contractors
- ☐ Contracting Officials

Your Business ZIP Code

Go

*Join the  
Community!*

**Most Visited Articles In:**  
Contracting



Internet | Protected Mode: On



## Eligibility Requirements

To be eligible, a firm must be at least 51% owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens. The firm must be "small" in its primary industry in accordance with SBA's size standards for that industry. In order for a WOSB to be deemed "economically disadvantaged," its owners must demonstrate economic disadvantage in accordance with the requirements set forth in the final rule.

## WOSB Program Certification

There are two ways to certify for the WOSB program:

- Self certification with supporting documents, or
- Third Party Certification with supporting documents

## Getting Started

For a quick overview of the WOSB Program and what businesses need to do to participate, click [here](#) to view a short presentation. For detailed information about the WOSB Program, see the "WOSB Program Information" section.

## 5 Steps to participate in the WOSB program:

1. Read the WOSB Federal Contract program regulations in the Federal Register and the WOSB Compliance Guide.
2. Register in Central Contractor Registration (CCR) as WOSB or EDWOSB.\*
3. Log onto SBA's General Login System (GLS). \*Obtain an account now if you don't already have one
4. Go to the WOSB program repository (through GLS) and upload / categorize all required documents.
5. Represent your status in Online Representations and Certifications Application (ORCA).\*

\*The CCR and ORCA system updates to accommodate the new business types are currently in process by the General Services Administration. These updates are expected

## Most Visited Articles In:

### Contracting

- Getting a D-U-N-S Number
- Identifying Industry Codes
- Contracting of Manufacturing
- Size Protests, Size Determinations, and Appeals

## Relevant Media In:

### Contracting

- Strategies for Growth: Federal Contracting
- SBA: The Recovery Act and Government Contracting

## SBA Success Story

### Vertical Horizons One, Inc.

Daily Reporter 03/10/06. After serving nearly 20 years in the military, David Tibbs established Vertical Horizons One, Inc. in 2001 to perform...

## To access the WOSB Repository:

1. Click on the General Login System (GLS)
2. Click on Request SBA User ID on right side
3. Once USER ID is set up, log into GLS system. Click on WOSB Repository Link.
4. The Repository **Does Not** have instructions. Click on the Compliance Guide for list of documents to upload to Repository (pgs 13 – 15)





Search Federal, State & Local

Search

About SBA | Contact SBA | Community

Starting a Business

Loans & Grants

Contracting

Counseling & Training

SBA Direct

For Lenders

Working with the Government > Small Business Certifications & Audiences > Women-Owned Small Business Federal Contract Program

## Women-Owned Small Business Federal Contract Program

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WOSB Program Frequently Asked Questions or FAQs

WOSB Program Applicable NAICS Codes

Compliance Guide for the WOSB Program

Contracting Officer's Guide for the WOSB Program

Eligibility Requirements

## SBADirect

The answers you need start here.

My Interests:

- ☐ Getting Started
- ☐ Contracting Opportunities
- ☐ Types of Contractors
- ☐ Contracting Officials

Your Business ZIP Code

Go

Join the Community!

## For Instructions & List of Documents to upload on the WOSB Repository:

1. **Click on the Compliance Guide**
2. **Go to pgs 13 – 15 (\*\*Note – This is a 60 pg PDF document)**

## For the WOSB & EDWOSB Certification Forms:

1. **WOSB Certification Form - Click on WOSB OMB Approved Form**
2. **EDWOSB Certification Form - Click on EDWOSB OMB Approved**

### WOSB Program Repository

To access the WOSB Program Repository, users must first login to SBA's [General Login System](#) (GLS). If you do not have an account:

- Log onto SBA's [General Login System](#) (GLS)
- Click on "Instructions for GLS" for information on how to request an account
- Go to "Request SBA User ID" to create an account

Once you are in GLS, click the "Access" button at the top of the screen. Then select "Women-Owned Small Business Program Repository" and press submit. You should then be able to access the repository. Once you are in the repository, you can click the "Help" button at the top of the screen for instructions on how to use the repository.

**\*\*A complete list of required documents to upload to the Repository can be found in the [Compliance Guide for the WOSB Program](#). All eligible WOSBs and EDWOSBs who would like to participate in this program **must complete and sign the WOSB or EDWOSB certification form below and upload it into the repository.****

[WOSB OMB Approved Form 3245-0374](#)

[EDWOSB OMB Approved Form 3245-0374](#)

### WOSB Program Third-Party Certification

If a WOSB chooses to obtain third-party certification, they may only obtain certification from SBA-approved third-party certifiers. At this time, SBA has not approved any third party certifiers. A list of approved third-party certifiers will be posted on this site after they have been approved.

If you are interested in becoming a SBA-approved third-party certifier, you must complete and submit an application no later than March 1, 2011. Click [here](#) to download the application and submission instructions.

*\*Please note that this is the first version of the third-party certifier application. SBA welcomes comments and suggestions on how to improve the application and will refine it over time. We plan to open the third-party certifier application process every six months.*



## Forms

### Small Business Forms

- 8(a) Business Development Forms
- Export Import
- Contracting & Surety Bonding Forms
- Disaster Assistance Forms
- Financial Assistance Forms
- IRS Forms

### Miscellaneous Forms

- OSHA Forms
- Technical Assistance Forms
- HUBZone

### Resource Partner Forms

### Lending Forms

### Federal Forms

## Women Owned Small Business (WOSB) Program Certification

All small businesses that are interested in submitting an offer on a solicitation that has been set aside for WOSBs under the WOSB Program must complete this certification prior to submitting the offer. This includes checking all of the boxes and having an authorized officer of the WOSB sign and date the certification. Once the certification is complete, you must upload it to the WOSB Program Repository (go to [www.sba.gov/wosb](http://www.sba.gov/wosb)) along with all other required documents.

SBA Form No.: 2413

Version #: 10-10

Expiration Date: Fri, 01/31/2014

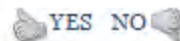
OMB Approved: OMB Approved

OMB No.: 3245-0374

### Attachments:

[SBA Form 2413](#)

Was this article helpful?



YES NO



## WOSB Certification Form:

1. Click on **SBA Form 2413**



*Aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns.*



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For Lenders

Home > Forms > Small Business Forms > Miscellaneous Forms > Women Owned Small Business (WOSB) Program Certification - EDWOSBs

## Forms

### Small Business Forms

- 8(a) Business Development Forms
- Export Import
- Contracting & Surety Bonding Forms
- Disaster Assistance Forms
- Financial Assistance Forms
- IRS Forms
- **Miscellaneous Forms**
- OSHA Forms
- Technical Assistance Forms
- HUBZone

### Resource Partner Forms

### Lending Forms

### Federal Forms

## Women Owned Small Business (WOSB) Program Certification - EDWOSBs

All EDWOSBs that are interested in submitting an offer on a solicitation that has been set aside for WOSBs or EDWOSBs under the WOSB Program must complete this certification prior to submitting the offer. This includes checking all of the boxes and having an authorized officer of the EDWOSB sign and date the certification. Once the certification is complete, you must upload it to the WOSB Program Repository (go to [www.sba.gov/wosb](http://www.sba.gov/wosb)) along with all other required documents.

SBA Form No.: 2414

Version #: 10-10

Expiration Date: Fri, 01/31/2014

OMB Approved: OMB Approved

OMB No.: 3245-0374

### Attachments:

[SBA Form 2414](#)

## EDWOSB Certification Form:

1. Click on **SBA Form 2414**

Was this article helpful? YES NO

f Like 1

Aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns.



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[SBA Direct](#)

Stationer, Designer

Small Business Loans

Partner, Stocked

Online Small Business Training



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## **Third-Party Certification (Not Yet Approved!)**

A third party certifier is a national certifying entity **approved** by the Administrator that may engage in the certification process for the WOSB Program.

**At this time, no third party certifiers** have been approved by the SBA. The SBA is currently in the process of reviewing applications for third party certifiers.



### WOSB Program Third-Party Certification

If a WOSB chooses to obtain third-party certification, they may only obtain certification from SBA-approved third-party certifiers. At this time, SBA has not approved any third party certifiers. A list of approved third-party certifiers will be posted on this site after they have been approved.

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### Questions about the WOSB Program?

SBA Answer Desk

1-800-U-ASK-SBA (1-800-827-5722)

Answer Desk TTY: (704) 344-6640

[Spanish]

Email: [wosb@sba.gov](mailto:wosb@sba.gov)

In addition to our website and the SBA Answer Desk, there are a number of resources available to help answer questions about the WOSB program:

#### Visit a local resource:

Small Business District Offices

Find your local office at: <http://www.sba.gov/about-offices-list/2>

Women's Business Centers

Find your local center at: <http://www.sba.gov/content/womens-business-centers>

Small Business Development Centers

Find your local center at: <http://www.asbdc-us.org/>

Procurement Technical Assistance Centers

Find your local center at: <http://www.aptac-us.org/new/>

## WOSB Program Third Party Certification

1. The SBA **Has Not Yet Approved** Any Third Party Certifiers



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100%

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5/2/2011



## **Examples of Women's Business Enterprise Certifying Organizations**

**(Not Yet Approved for Federal Government):**

- U.S. Women's Chamber of Commerce
- Women's Business Enterprise National Council (**WBENC**)

## The US Women's Chamber of Commerce

**The U.S. Women's Chamber of Commerce** began a certification program in 2006 as members asked for a program free from corporate control (where they would not be forced to provide confidential information to their own competitors).

**USWCC** | National Women's Business Enterprise™ (NWBE) used for U.S. based businesses.

**USWCC** | International Women's Business Enterprise™

**IWBE** | used to leverage international opportunities. The **IWBE™** designation certifies that you are women-owned, and shows your international preparedness status. Through the USWCC | **IWBE™** designation, you signify your desire and capabilities to work in global markets.

**Website - <http://www.uswcc.org/nwbe-certification/>**

## **The Women's Business Enterprise National Council (WBENC)**

**The Women's Business Enterprise National Council (WBENC)**, was founded in 1997, and is the largest third-party certifier of businesses owned controlled, and operated by women in the United States. WBENC, a national 501(c)(3) non-profit, partners with 14 Regional Partner Organizations to provide its national standard of certification to women-owned businesses throughout the country. WBENC is also the nation's leading advocate of women-owned businesses as suppliers to America's corporations.

### **WBENC's Mission**

The Women's Business Enterprise National Council (WBENC) is dedicated to advancing the success of Corporate Members, certified women's business enterprises, and government entities in partnership with its Regional Partner Organizations (RPOs).

**Website - <http://www.wbenc.org/>**

## WOSB Program Third-Party Certification

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Find your local center at: <http://www.sba.gov/content/womens-business-centers>

Small Business Development Centers

Find your local center at: <http://www.asbdc-us.org/>

Procurement Technical Assistance Centers

Find your local center at: <http://www.aptac-us.org/new/>

## Questions about WOSB Program?

1. **Contact the SBA Help Desk**  
**Ph# - 800.827.5722**
2. **Contact Your Local PTAC**  
**Office - (Find on-line)**

Visit <http://www.aptac-us.org/new/>



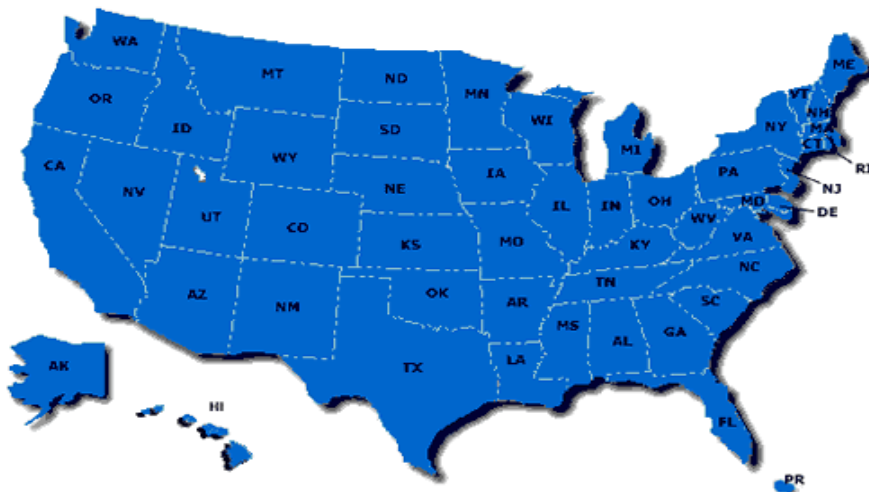


# Finding Your PTAC

Go to:

[www.APTAC-US.org](http://www.APTAC-US.org)

Scroll to the bottom of the page  
& click on the map



# Contact SWCO PTAC

## SWCO PTAC Director

Jill Nagy-Reynolds

937-259-1368

[jreynolds@emtec.org](mailto:jreynolds@emtec.org)

## SWCO PTAC Associate

Director/Dayton Counselor

Deborah Bischof

937-258-5407

[dbischof@emtec.org](mailto:dbischof@emtec.org)

## SWCO PTAC Columbus Counselor

Shanda Harris

614-220-9030

[sharris@emtec.org](mailto:sharris@emtec.org)

## SWCO PTAC Cincinnati Counselor

Brian Wirth

513-489-2528

[bwirth@emtec.org](mailto:bwirth@emtec.org)

## SWCO PTAC Program Assistant

Delores Ely

937-253-0038

[dely@emtec.org](mailto:dely@emtec.org)



**Thank You for Coming  
and  
Enjoy the Conference!**



# **AbilityOne Program Update**

## **DLA Suppliers Conference**

**June 2011**



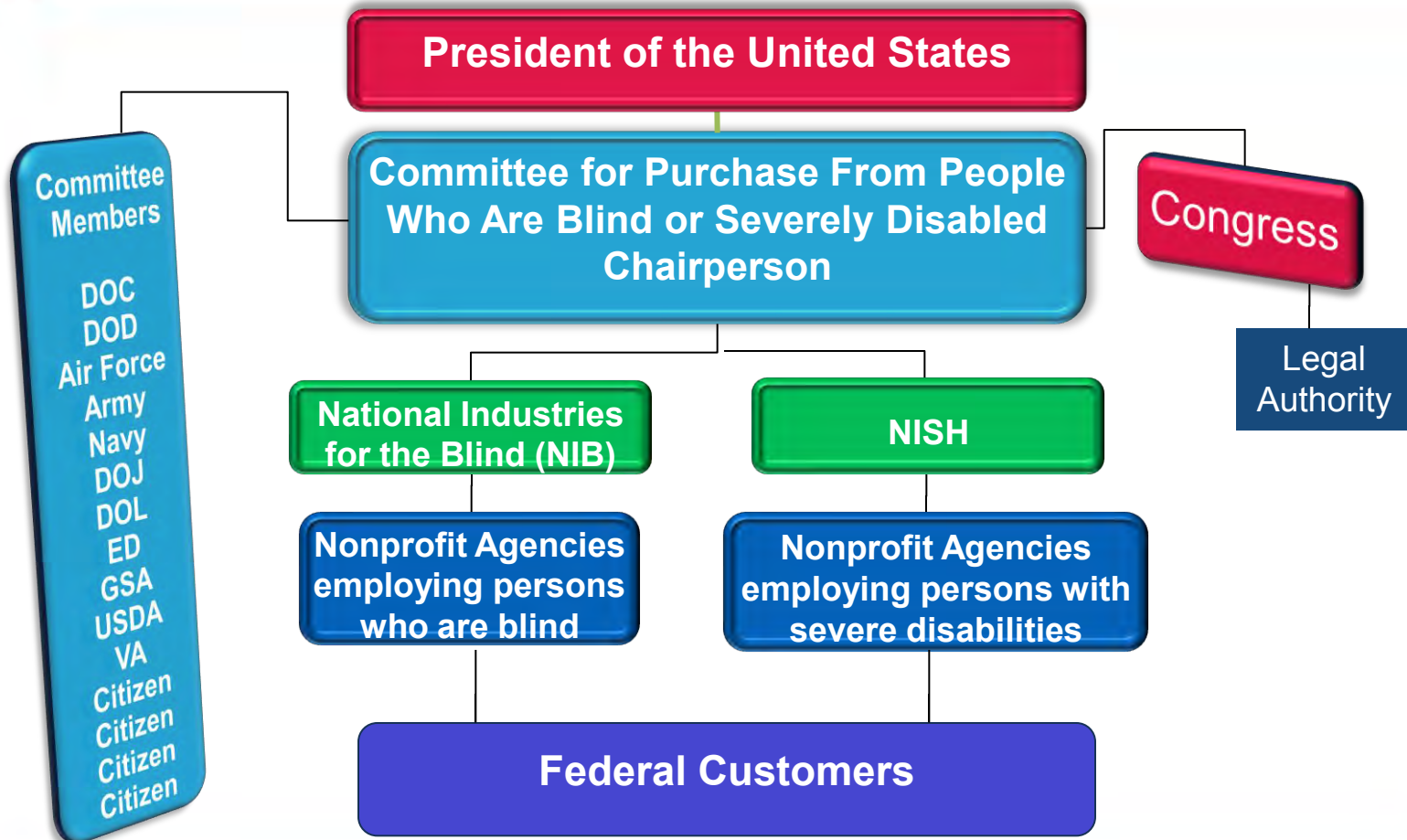
**John P. Coney**  
**Director Business Development**  
**National Industries for the Blind**



# Agenda

- ☐ AbilityOne... Who we are...
- ☐ AbilityOne... Win- Win solution
- ☐ Best Practices... how are we making it work.
- ☐ AbilityOne forward thinking...

# AbilityOne Program



# Presidential Appointees



**Andrew Houghton**  
Chairperson



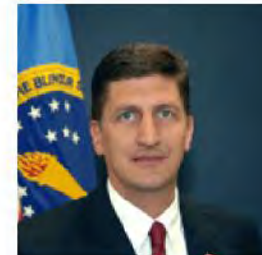
**James Omvig**  
Vice Chairperson



**Robert Kelly, Jr.**  
Private Citizen



**James Kesteloot**  
Private Citizen



**Paul Laird**  
Dept. of Justice



**P. Edward Anthony**  
Dept. of Education



**J. Anthony Poleo**  
Dept. of Defense



**RADM Michael Lyden**  
Dept. of the Navy



**Pamela Schwenke**  
Dept. of the Air Force



**Helen Hurcomb**  
Dept. of Commerce



**Kathy Martinez**  
Dept. of Labor



*Vacant*



# Thinking in a New Way – Just In!



- Trademark
  - Committee. . . . . ***The U.S. AbilityOne Commission***
  - NIB and NISH . . . ***An AbilityOne Authorized Enterprise***
  - Nonprofit Agency. ***An AbilityOne Authorized Provider***
  - Partner. . . . . ***An AbilityOne Authorized Partner***
  - Distributor . . . . . ***An AbilityOne Authorized Distributor***
- Mission Driven – Data Focused



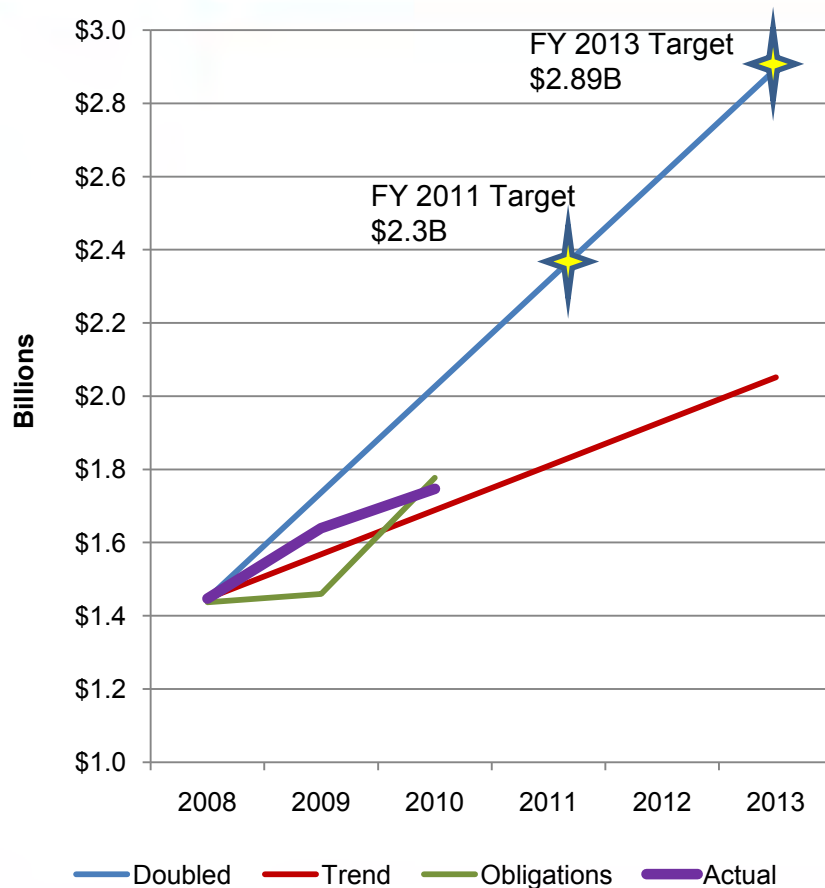




# AbilityOne - What It Is...

- ❑ A *Win-Win Partnership* between AbilityOne and the federal contracting community designed to help address contracting community workplace needs.
- ❑ The *Partnership* with DLA provides contract support for required products or services while creating career oriented, upwardly mobile employment for people who are blind or people with severe disabilities.

# Doubling DoD Business



- FY 2010: 1,385.5 Work years Added
  - 643.4 in Services
  - 742.1 in Products
  - 74.3% of all FY 2010 Additions





# AbilityOne CMS IDIQ Contract

## ☐ DoD-Wide Contract Accessible by all:

- ✓ IDIQ Contract Term: 5 years (base/4 one year options)
- ✓ FFP Performance Based
- ✓ NIB functions as Prime: Subcontracts to AbilityOne nonprofit agencies
- ✓ IDIQ Task Orders issued from menu of services
- ✓ Decentralized Ordering

## ☐ Menu of Services:

- ✓ Government-Site/Contractor-Site Facilities
- ✓ Contract Closeout...*Ready-to-Close Contracts*
  - Modifications/De-obligations prepared and distributed
- ✓ Digital Imaging
- ✓ Document Destruction.

# What AbilityOne CMS has done...

## September 2010 – April 2011

	Off-Site	On-Site	Total
Contracts Received:	15,613	1,801	17,414
In Process:	7,682	900	8,582
Contracts Sent to KO for Signature:*	<b>7,931</b>	<b>901</b>	<b>8,832</b>
Pending De-obligations:	<b>\$7,778,491</b>	<b>\$166,747</b>	<b>\$7,945,238</b>
Total De-obligations through			
Procurement System:	\$49,503	\$0	\$49,502
Contracts Closed in			
Procurement System:	2,469	596	3,065
Images Scanned:	<b>395,326</b>	<b>0</b>	<b>395,326</b>
Contracts/Task Orders Destroyed:	158	0	158
Modification Sent to KO for Signature:	482	18	500
Stored for Destruction:	833	0	833





# Contact Information for CMS

**CMS Hotline: 1-866-573-3748**

**NIB Services Email: [Services@NIB.org](mailto:Services@NIB.org)**

**NIB: [www.nib.org](http://www.nib.org)**

**John P. Coney**

**Director Business Development**

**Email: [jconey@nib.org](mailto:jconey@nib.org)**

**P: 703-310-0564**



# AbilityOne Parts Machining BOA...

- ☐ Awarded June 2011 by DLA Land and Maritime
  - ☐ SPM5M511G0001
  - ☐ SPM5M511G002
  - ☐ SPM5M511G003
- ☐ Consortium Model approach
  - ☐ Multiple Agencies pooling capabilities and capacity.
- ☐ Single Point of Contact approach.
  - ☐ <http://skilcraftcomponentparts.com/>
  - ☐ [Sales@Skilcraftcomponentparts.com](mailto:Sales@Skilcraftcomponentparts.com)
- ☐ Long Term need... Sourcing concern...

# AbilityOne Commodities

- ☐ Office Products
- ☐ Cleaning and Janitorial
- ☐ Mattresses and Bedding
- ☐ Medical Supplies
- ☐ Paints and Tools
- ☐ Safety and Personal Care



Full catalog available at [www.AbilityOneCatalog.com](http://www.AbilityOneCatalog.com)



# Ways to Buy AbilityOne Commodities

☐ Over 500 Authorized Commercial Distributors

☐ DOD EMALL

☐ GSA Advantage

☐ [www.abilityone.gov/distributors](http://www.abilityone.gov/distributors)

☐ Small, WO, SDVO, etc..

☐ GSA Global Supply

☐ Base Supply Centers

☐ AbilityOne.com





# DoD – Impact on Disability Employment

	2009	2010
Full Time Equivalent (FTE) Jobs Created	1,107.28	1,865.49
DoD FTE Jobs Created	820	1,385.51

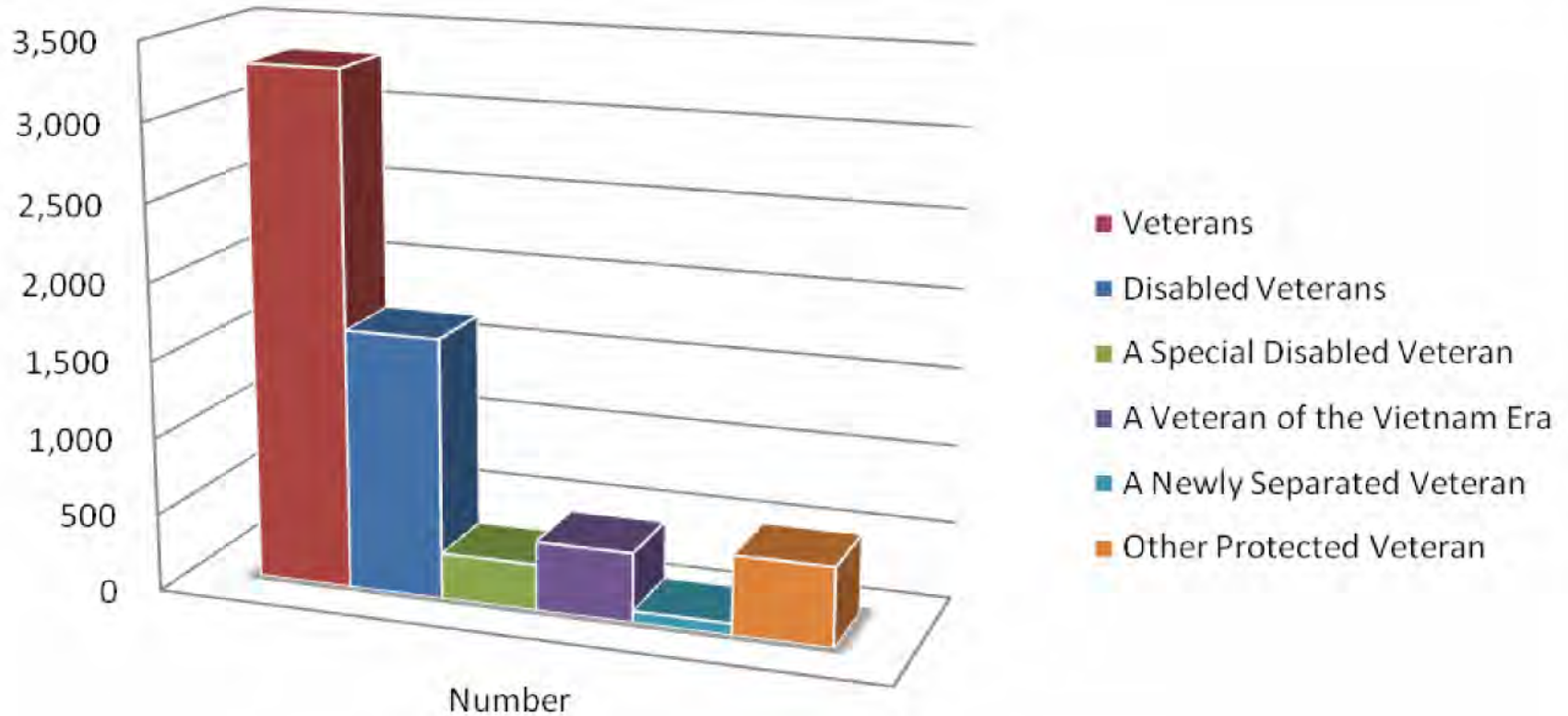
74%

2008	2009	2010
333	820	1,385

145%

68%

# AbilityOne and Veterans



# AbilityOne and DLA next steps...

- ☐ AbilityOne will continue to be innovative with proposed solutions
  - ☐ Strategic contracting to meet immediate needs...
  - ☐ Creating teaming efforts in our AbilityOne family to support your DLA mission.
  - ☐ Streamline the procurement List addition process.
- ☐ Continue to respond and perform
  - ☐ Open continued communication... quarterly updates...
  - ☐ Performance in accordance with contract commitments...
- ☐ Mission focused
  - ☐ Ensure that we are focused on the war fighter in support of our mission



**AbilityOne:** [www.abilityone.gov](http://www.abilityone.gov)

**NIB:** [www.nib.org](http://www.nib.org)

**NISH:** [www.nish.org](http://www.nish.org)

**AbilityOne Catalog:** [www.abilityonecatalog.com](http://www.abilityonecatalog.com)

**E-commerce:** [www.abilityone.com](http://www.abilityone.com)





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Center of Excellence for Pricing

Rusty Wells  
DLA Acquisition  
June 29-30, 2011



# Agenda

- Center of Excellence for Pricing (COEP)
- Pricing Example One
- Truth in Negotiations Act (TINA)
- Data Other Than Certified Cost or Pricing Data
- Better Buying Power
- Cost Reduction / Efficiency Initiatives
- Pricing Example Two
- Conclusions
- Questions
- Parting Words
- Backup Information



# COEP – Overview

- Mitigate Agency, Warfighter and Taxpayer Risk through:
  - Active, aggressive surveillance, detection and corrective actions
  - Management visibility of field pricing health
  - Improved corporate decisions
  - Enhanced pricing capability
  - Reduced acquisition costs
- Independent “expert” pricing professionals who provide oversight, fraud detection, pricing assistance and training
- Based at DLA Headquarters with team members at DLA Aviation in Richmond, DLA Land and Maritime in Columbus, and DLA Troop Support in Philadelphia

**Supports Defense Procurement and Acquisition Policy  
Focus on Pricing**



# COEP – Actions

- Provide independent, onsite reviews
- Conduct Tailored Logistics Support Contract pricing audits (e.g. Prime Vendor Contracts)
- Perform Pre-Award and Post-Award pricing reviews that include PACE, EMALL, and Hotline Issues
- Develop and provide tailored pricing rules, tools, and training
- Assist the DLA Training Center on the establishment of the DLA Pricing Academy
- Participate on Procurement Management Reviews
- Serve as a member on the Contract Pricing Advisory Group





# Pricing Example One

- Bottom Dog Lever – Nothing too special just happens to be the first item I procured as a Government Contract Specialist!
- Received responsive offers of \$100, \$101, and \$102 per unit.
- Do we have adequate price competition?
- Which offer is the best value?



- What if offers are \$100, \$105, and \$125 per unit?
- Do we still have adequate price competition?
- How about offers of \$100 and \$300 per unit?
- Do we have adequate price competition now?



# Pricing Example One Continued

- Received responsive offers of \$100, \$101, and \$102 per unit.
- Are we now getting a good price if DLA bought the same item 6 months ago at-
- \$50?
- \$100?
- \$150?
- What if \$50 per unit 6 months ago was for delivery in 9 months but requirement now is 48 hour delivery to Afghanistan?
- What if 6 months ago 3 manufacturers were in the marketplace when we bought the item for \$50, but now only 1 manufacturer remains with 2 dealers?
- What if \$50 per unit was the previous price but the Government now requires a special paint application that costs \$40/gallon?





# Pricing Example One Continued

- Received responsive offers of \$100, \$101, and \$102 per unit.
- What if we are using Tradeoff in lieu of Lowest Price Technically Acceptable?
- Should we possibly pay more for a higher priced item?
- What if we need 10,000 units now but previous requirement was for 10 units at \$100? Are we getting a good deal?



- What if the low vendor is located in Hawaii and the other two vendors are on the East Coast and the requirement is shipped FOB Origin to a DLA facility in Richmond, Virginia?



# TINA - Sources of Information

- 10 U.S.C. 2306a
- FAR Part 15.4
  - FAR definitions of cost or pricing data changed (FAR Case 2005-036) effective October 1, 2010
  - Now it is “certified cost or pricing data” or “data other than certified cost or pricing data”
- Contract Pricing Reference Guides, Volumes 3 and 4
  - Undergoing updates
  - New Link  
<https://acc.dau.mil/cprg>
  - Old Link  
[http://www.acq.osd.mil/dpap/cpf/contract\\_pricing\\_reference\\_guides.html](http://www.acq.osd.mil/dpap/cpf/contract_pricing_reference_guides.html)





# TINA – What It Does

- Defines requirements for cost or pricing data
- Delineates exceptions to the requirement
- Provides right of Government to examine contractor records
- Governs rules for defective pricing
- ***Ultimate goal is a fair and reasonable price for both Government and Supplier***



# TINA – Exceptions

- Certified cost or pricing data is NOT required if any of the following exceptions apply:
  - Adequate price competition exists
  - Prices are set by law or regulation
  - Commercial item is being obtained
  - Waiver has been granted (extremely rare!)



# TINA – Requirements

- Certified cost or pricing data shall be required if the sum of the maximum dollar value for the base year and all option years and surge requirements exceeds \$700,000
- NOTE: The dollar value of all NSNs in a multi-NSN procurement must be considered together, not separately
- Contracting Officer must determine the adequacy of the submitted certified cost or pricing data



# TINA – Certificate Requirements

- FAR 15.406-2
- Contractor must provide the certificate after the final negotiated price has been reached
- Certificate must be dated on the date the final price was negotiated
- Contractor must certify that data is current, accurate, and complete as of that date
- The certificate should not be included with the contractor's original offer





# DCAA Information

- <http://www.dcaa.mil>
- “Publications” > “Information for Contractors”
- Chapter 3 - Guidance on Pricing Proposals



# Data Other Than Certified Cost Or Pricing Data

- FAR 15.402(a)(2)(ii)
  - Also defined at FAR 2.101
  - Information that does not meet the definition of certified cost or pricing data found at FAR 2.101
- Government will request with the expectation the contractor will provide
- May be same data as certified cost or pricing data but it is NOT certified
- May require non-disclosure agreement
- Submission of data tailored to what is needed by the Contracting Officer to determine price reasonableness
- ***But what exactly is it?***



# Data Other Than Certified Cost Or Pricing Data

- Do not require from the contractor any more data than absolutely necessary
- Data tailored to determine price reasonableness
- TINA does not apply
- Can obtain assistance from DCAA and DCMA to review
- No other means of determining prices fair and reasonable
- Requesting data is the last resort for the Government in an attempt to determine price reasonableness



# Data Other Than Certified Cost Or Pricing Data

- Four Examples:
  - Price analysis using past buys determined fair and reasonable
  - Informal cost breakdown or other non-certified cost or pricing data
  - Commercial sales data– adequate, comparable
  - “Of a type” commercial sales data





# Better Buying Power

- Public Website <https://acc.dau.mil/bbp>
- Finding efficiencies within \$400 billion of the \$700 billion budget
- Deliver the warfighting capabilities we need with the money available by getting better buying power for warfighters and taxpayers
- Provides a forum for the defense acquisition workforce to collaborate on 23 efficiency initiatives
- Five major areas -
  - Target Affordability
  - Incentivize Productivity
  - Promote Competition
  - Improve Tradecraft
  - Reduce Bureaucracy



# Cost Reduction / Efficiency Initiatives

- Reverse Auctions
- Lowest Price Technically Acceptable (LPTA)
- Defense Procurement and Acquisition Policy (DPAP) Competition Memo
- Best Price Upfront
- Value Engineering Change Proposals (VECPs)
- DCMA and DCAA Interaction
- Commercial Catalog Pricing



# Reverse Auctions

- Contractors bid against each other in a real-time auction
- Used as a technique during discussions to drive down prices
- Utilized in conjunction with the evaluation factors stated elsewhere in the solicitation (past performance, socioeconomic factors, etc.). Included in the DLA Automated Master Solicitation for manually evaluated solicitations.
- DLA policy guidance in December 2009 encouraged contracting activities to use reverse auctions
- Government can still hold discussions (either prior to reverse auctions or simultaneously) concerning technical issues or unbalanced pricing
- [https://help.procuri.com/robo/projects/buyer\\_help\\_50\\_en/Demos/Demo\\_Center.htm](https://help.procuri.com/robo/projects/buyer_help_50_en/Demos/Demo_Center.htm)



# LPTA

- Appropriate when best value is expected from selection of a technically acceptable proposal with the lowest evaluated price
- Government would not realize any value from a proposal exceeding the minimum technical or performance requirements
- Usually for commercial or non-complex supplies or services that can be clearly defined and expected to be low risk
- Evaluation factors represent specific characteristics that are tied to significant requirements set forth in the solicitation
- Proposals are evaluated for acceptability but not ranked using non-cost/price factors (e.g. technical and past performance)
- Price analysis normally used to evaluate price but cost analysis may be used when necessary to determine the price fair and reasonable





# DPAP Competition Memo April 2011

- “Improving Competition in Defense Procurements – Amplifying Guidance”
- All competitive procurements above the Simplified Acquisition Threshold with the exception of emergency acquisitions
  - Solicitations posted for less than 30 days and only one offer is received
    - Contracting Officer shall cancel and resolicit for an additional 30 days
  - Solicitations advertised for at least 30 days and only one offer is received
    - Contracting Officer shall use price or cost analysis in accordance with FAR 15.404-1 to make a fair and reasonable determination.
    - Negotiations to be conducted if Contracting Officer deems necessary
    - The negotiated price should not exceed the offered price



# Best Price Upfront

- Contractors should not assume that discussions will take place
- As stated in FAR Clause 52.215-1(f)(4)
  - The Government intends to evaluate proposals and award a contract without discussions with offerors
  - The offeror's initial proposal should contain the offeror's best terms from a cost or price and technical standpoint
  - The Government reserves the right to conduct discussions if the Contracting Officer determines them to be necessary
- Benefits to receiving the Best Price Upfront
  - Acquisition lead time reductions
  - Government receives the lowest price first time around



# VECPs

- For DLA, all contracts \$25,000 or more shall contain a Value Engineering (VE) Incentive clause
- FAR Clause 52.248-1 Value Engineering
- Per FAR Part 48, the contractor is encouraged to develop, prepare, and submit VECPs voluntarily
- The contractor shall share in any net acquisition savings realized from accepted VECPs
- Two primary conditions need to be met-
  - Must require a change to the contract under which it is submitted
  - Must provide an overall cost savings to the Government after being accepted and implemented
- Can be submitted any time under an active contract with a VE clause



# DCMA and DCAA Interaction

- Critical functions performed by DCAA and DCMA have become blurred
- Action was taken to avoid unnecessary overlap and redundancy between the agencies
- Contracting officers now request audit assistance from DCAA for fixed price proposals exceeding \$10 million
- DCMA available for field pricing assistance for proposals equal to or less than \$10 million





# Commercial Catalog Pricing

- Determination of an item to be commercial is a separate issue from the determination of the item to be fair and reasonable in price
- A listing in a commercial catalog does not guarantee that the price is fair and reasonable
- Price analysis techniques (such as, but not limited to, prior procurement price comparisons and prior catalog price comparisons) are used to evaluate the catalog prices
- Government can still hold discussions or request other than certified cost or pricing data, but only if other attempts to determine price reasonableness have not been successful



# Pricing Example Two

- How much are you willing to pay for a 20 ounce bottle of water?

\$1.50?

\$0.75?



\$4.00?

- What if I told you I paid all of these prices recently and think all are reasonable?
- \$0.75 breaking a case from a discount warehouse
- \$1.50 at a convenience store
- \$4.00 at the movie theaters



# Conclusions

- DLA takes contract pricing very seriously
- Conducting business as we have in the past is no longer a viable option
- Every pricing scenario is different
- The Government must obtain enough data from our suppliers to ensure we are purchasing at fair and reasonable prices
- The Government relies on its vendors to support us in our efforts to be good stewards of the taxpayers' dollars
- Please offer us the best price possible
- Let us know if efficiencies exist we can use
- Help us continue to reduce our costs while meeting our mission



# COEP Breakout Session

## Questions?



# Parting Words

**Whether You Are**  
**Government Or Industry,**  
**Treat Each Situation Like It Is**  
**Using Your Own Money**  
**Because It Is!**





# Backup Information

- TINA – Commercial item exemptions
- DCAA – Preparing for an audit
- DCAA – Lessons Learned
- Forward Pricing Rate Process



# TINA – Commercial Item Exemptions

- Description of the item's use in the commercial or industrial sector and the specific users
- Description of the exact differences between the item and its commercial equivalent (with estimated cost differences, if available)
- **Determination of an item to be commercial is a separate issue from the determination of the item to be reasonable in price**



# TINA – Commercial Item Exemptions

- Competitive Published Price List
  - Cover page from catalog along with page showing actual item
  - Reasonable belief that the item could be expected to be purchased by the general or industrial public at the offered price
- Invoices from commercial sales of the same/similar item
  - Quantities, Dates, and Prices
  - Any discounts from the price list (i.e., most preferred customer information)



# DCAA – Preparing for an Audit

- Have personnel readily available who are familiar with the proposal
- Have an adequate accounting system
- Be a going concern
- Have detailed support schedules readily available
- Have detailed supporting documentation readily available that is related to the proposed costs
- Provide the proposal and supporting schedules in electronic format
- Have financial statements and cash forecasts of the company available



# DCAA – Lessons Learned

- Cover sheet not in accordance with FAR 15.408, Table 15-2
  - Total proposal price not stated
  - Company POC(s), management signature, and period/place of performance not stated
- Failure to identify any individual subcontractor cost over \$700,000 threshold
- No evidence of subcontractor cost and pricing data where required
- No evidence of cost analysis of subcontractor costs where cost or pricing data is required per FAR 15.404-1( c )(2)(iv)





# DCAA – Lessons Learned

- Lack of Consolidated Bill of Material
- Failure to adhere to solicitation specifications
- No evidence of price analysis where cost or pricing data is not required
- Unallowable cost included in proposal (FAR 31.205)
- Proposal not mathematically correct
- Summary proposal does not reconcile to supporting schedules
- Cross referencing not provided from summary schedules to detailed supporting schedules



# DCAA – Lessons Learned

- Where FCCM is proposed, applicable form CASB-CMF is not provided
- Where competition is claimed for subcontractors above the cost or pricing data threshold, no evidence provided showing the degree of competition and the basis for establishing the source and reasonableness of the price
- Where commerciality is claimed for subcontractors above the cost or pricing data threshold, no evidence provided to support assertion



# DCAA – Lessons Learned

- Unsupported labor, material, other direct costs, and indirect expenses. Contractor fails to provide:
  - Adequate explanatory notes that provide the basis of estimate for each proposed cost element
  - Rate calculations, cost pool, and allocation base descriptions; dated sources such as previous year's financial data; current budget; year-to-date actuals not provided for indirect cost
  - Data sources such as dated historical activity reports, payroll registers, invoices, and vendor quotes not provided for direct costs



# Forward Pricing Rate Process

- Contractor issues a proposal
- DACO/ACO analyzes proposal to establish a FPRR
- DCAA issues audit
- DACO/ACO reviews and discusses significant concerns with DCAA
- DACO/ACO issues new FPRR based on audit from DCAA
- DACO/ACO develops Pre-Negotiation Objectives Memo (PNOM) supporting any deviations from audit
- PNOM goes through Board of Review process which includes DCAA representation
- After PNOM approval, DACO/ACO negotiates a FPRA and submits a negotiation memorandum for Board review
- When there are significant changes to rate assumptions, the FPR process starts over

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Distribution Vendor Shipping Module

Mr. Wayne Myers  
June 29 & 30, 2011



# Agenda

- Overview
- Benefits
- Features, Support and Requirements
- Data Flow
- Demo



# Overview

- Enterprise wide, web based Distribution and Transportation system
- Process destination and origin shipments for general and special requirement commodities
- Air offer processing for all eligible shipments

• 2,053 Vendors  
• 100 K Shipments per Month





# Benefits

- Standard Enterprise process
- Reduced customer wait time
- Offers data to air clearance authority
- Immediate vendor access to shipping addresses
- Due In data to ports and transshipment points
- Reduced returned/frustrated shipments
- Cost reduction, improved ITV, automated routing and freight charge calculation for origin shipments
- All carriers paid through Power Track





# Features, Support & Requirements

DD FORM 1387, JAN 90	
1. TCN W91T1H32170337XX	
14. DATE 2/01/2002	
11. WCD 299	
3. FROM AMERIS I. C. BYELICH CHEMICAL CO., INC. 500 SPRING RIDGE DRIVE READING, PA 19612	
2. POSTAGE DATA	
5. SHIP TO/POE 000101 CONSOL AND CONTAINERIZATION PT 0039 NEW CUMBERLAND FACILITY BLDG 2001 CCP DOOR 135 THRU 188 NEW CUMBERLAND PA 170705010	
16. PIECES 00101 001 0001	
8. PROJECT BCF	
6. TRANSIT PRIORITY 3	
7. POD P93 01WAT KUWAIT	
15. PHS CASE	
10. WTCU THIS PC 0.20 1	
4. TYPE SERVICE	
13. CHARGES	
CN: 00060046	
VRN:	
SPRT:	
CD:	
REPRINT	

## Features

- Multiple shipping locations are supported
- Web services connects warehouse system to VSM
- Shipment histories are maintained
- On line sign up/live training
- System security
  - DLA firewall
  - Secure login and passwords
- Options:
  - DD250,
  - container ID labels,
  - packing lists
  - SEAVAN processing



## Requirements

- Personal Computer
- Internet Explorer
- Laser or Thermal printer



## Support

### Contact Information

Email: [Delivery@dla.mil](mailto:Delivery@dla.mil)

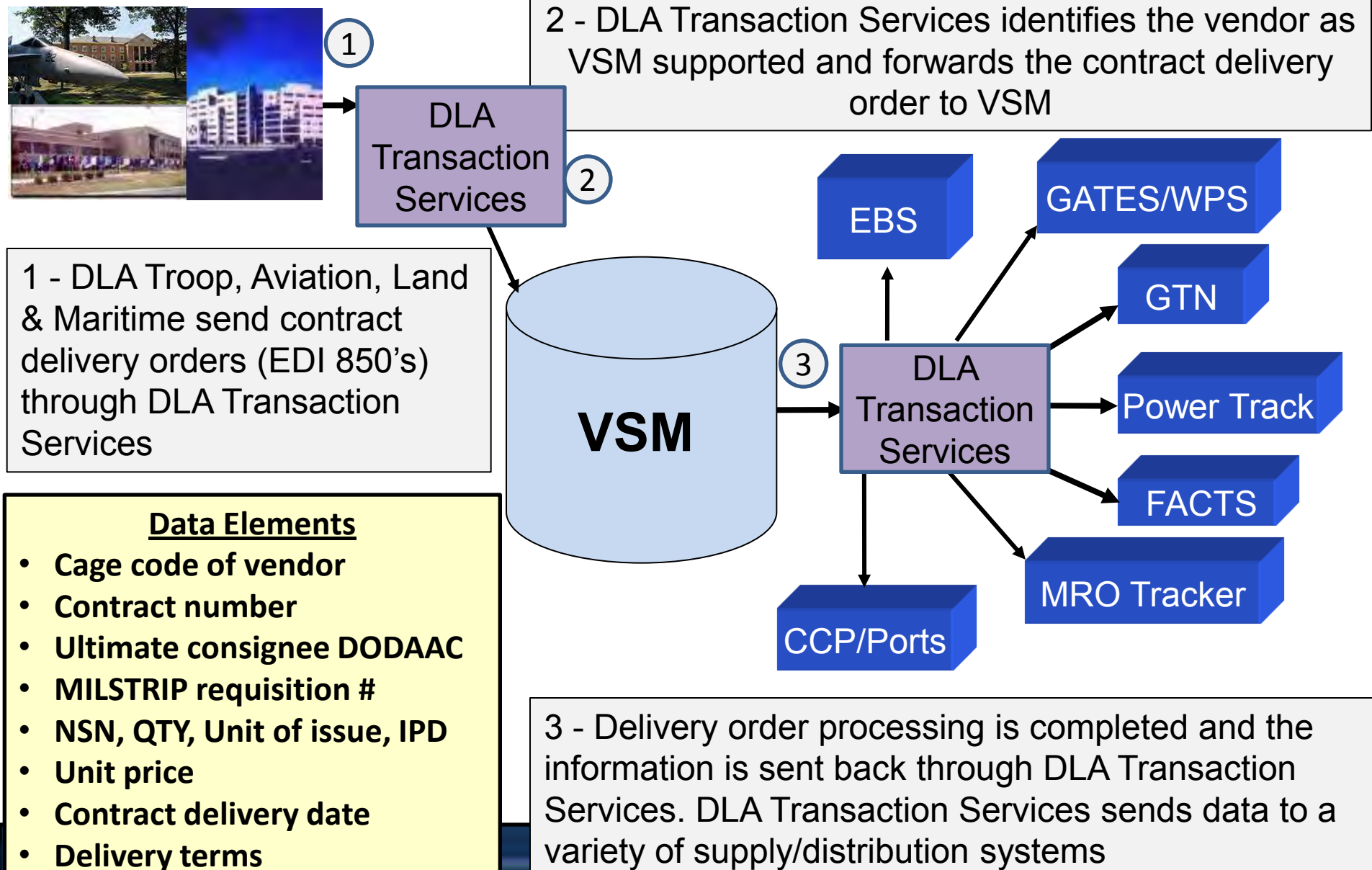
Helpdesk: 1-800-456-5507

FAX: 717-770-2701





# Data Flow



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Energy Energy Contracting Initiatives

Installation Energy  
June 28, 2011



# DLA Energy

## Overview

- Who We Are and Our Mission
- Energy Initiatives
- Federal Renewable Energy Goals
- Electricity Program
- Regulated Utility Green Pricing Programs
- Renewable Energy Certificates (RECs)
- Demand Response
- Energy Savings Performance Contracts (ESPC)
- Power Purchase Agreements (PPA)





# DLA Energy

## **Mission:**

- To provide the Department of Defense and other government agencies with comprehensive energy solutions in the most effective and efficient manner possible.

## **Vision:**

- Our Customers' First Choice for Energy Solutions

## **DLA Energy Installation Energy's Supporting Role:**

- Acquisition support for facility energy requirements, to include:
  - coal, natural gas and electricity commodity purchase support,
  - renewable energy credit purchases,
  - coordinator for DoD's participation in electricity demand response programs
  - energy savings performance initiatives, and
  - long term renewable energy project development.





# Federal Renewable Energy Requirements

Regulation	Requirement Level
Energy Policy Act (EPAc) of 2005*†	<ul style="list-style-type: none"><li>• 3% FY 2007-2009</li><li>• 5% FY 2010-2012</li><li>• 7.5% FY 2013...</li></ul>
Executive Order (E.O.) 13423	50% EPAc 2005 Goal must come from “new” sources (1999 and newer)

*\* Defines “renewable energy” as **electric energy** generated from solar, wind, biomass, landfill gas, ocean (including tidal, wave, current, and thermal), geothermal, municipal solid waste, or new hydroelectric generation capacity achieved from increased efficiency or additions of new capacity at an existing hydroelectric project.*

*† A double bonus exists for renewable projects on federal or Native American land.*

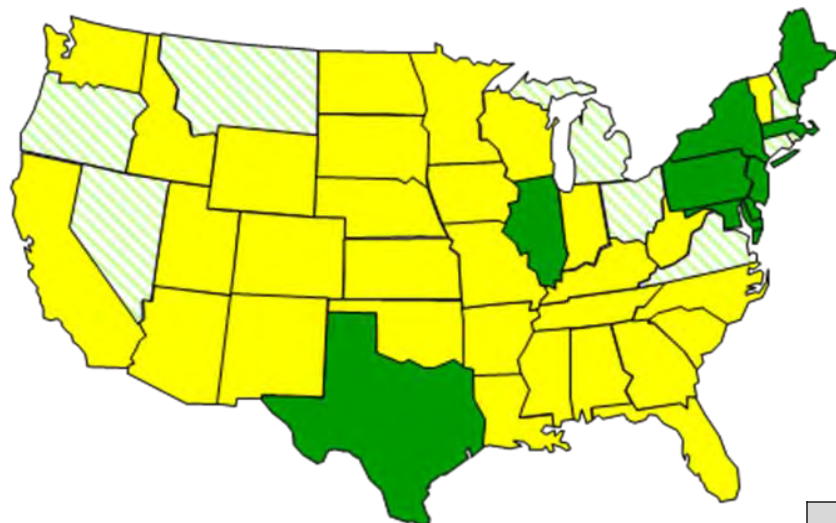


# DLA Energy Electricity Program

- DLA Energy is executing the competitive acquisition of retail open access for Department of Defense and federal civilian agencies in states that have implemented deregulation. The DoD components are encouraged to partner with DLA Energy and aggregate regional electricity requirements to competitively procure electricity and ancillary services.
- DLA Energy has:
  - Awarded over 624 million kilowatt hours valued at over \$36 million in FY10.
  - Single and multi-year contracts supporting delivery of over 14.6 million megawatt hours to over 600 accounts.
  - Provided electricity contract support to DoD and federal civilian customers in deregulated market areas, to include Maryland, New Jersey, Pennsylvania, Maine, Connecticut, Rhode Island, Massachusetts, New York, Illinois, Texas and District of Columbia.

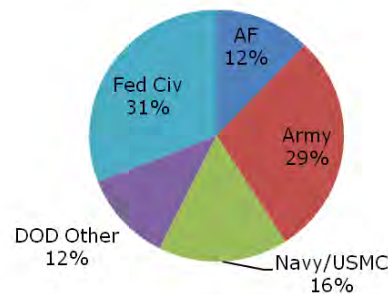


# Installation Energy Electricity Program



- Retail access implemented, DLA Energy awarded contracts
- Retail access implemented, DLA Energy solicited, no awards
- Retail access pending, DLA Energy monitoring market

**Customer Segmentation**  
(Based on \$ under Contract)



**DLA Energy is actively managing over 14.6 million megawatt hours (MWh) of electricity valued at \$1.2 billion under multi-year contracts.**

Purchase Area	# of Contracts	Number of Accounts	State	Total kWh Awarded	Total \$ Awarded
Texas	7	422	Texas	1,810,196,922	\$ 127,957,207
Mid-Atl Portfolio	1	41	MD, NJ	6,811,573,580	\$ 578,983,754
Fermi	1	1	IL	481,880,000	\$ 21,132,677
MISO	1	12	IL	299,220,278	\$ 12,946,556
Maine	1	2	Maine	41,650,000	\$ 3,073,770
PJM Large	7	51	MD, NJ, IL, DC	3,338,010,697	\$ 319,197,844
Massachusetts	3	2	RI, CT, MA	329,346,317	\$ 33,220,751
PJM Small	5	42	MD, NJ, DC	353,804,610	\$ 28,669,288
New York	1	38	New York	481,643,248	\$ 35,215,280
PP&L	2	8	PA	35,215,280	\$ 35,215,280
SPR	1	2	Texas	234,067,821	\$ 17,626,098
NASA	1	12	Texas	405,610,984	\$ 27,106,473
<b>TOTAL</b>	<b>31</b>	<b>633</b>		<b>14,622,219,737</b>	<b>\$ 1,240,344,980</b>



# Electricity Program-Green Purchases

- In a competitive electricity market, electricity customers can choose their electricity supplier and are not limited to their local utility.
  - Purchasing renewable power refers to selecting an electricity supplier that provides a product that includes some percentage of renewable power.
  - Only available in a limited number of states.
- Best if the renewable power plant is within your electric region.
  - Some renewable suppliers bundle electricity with renewable energy certificates purchased separately. These RECs may not come from a renewable plant in your region.



# Regulated Utility Green Pricing Programs

- Regulated utility green pricing programs are voluntary programs that allow customers to purchase renewable power from their utility, usually at a premium.
  - Utilities offer these programs for a variety of reasons (interest in developing renewable power, customer interest, Commission requirements, etc.).
  - Best programs are those that exempt renewable customers from fuel cost adjustments often included in electric rates to reflect the varying natural gas and other fuel costs.
  - Utilities use a variety of methods to provide renewable power through their green pricing programs:
    - Own renewable power plant(s)
    - Purchase bundled renewable power
    - Purchase RECs



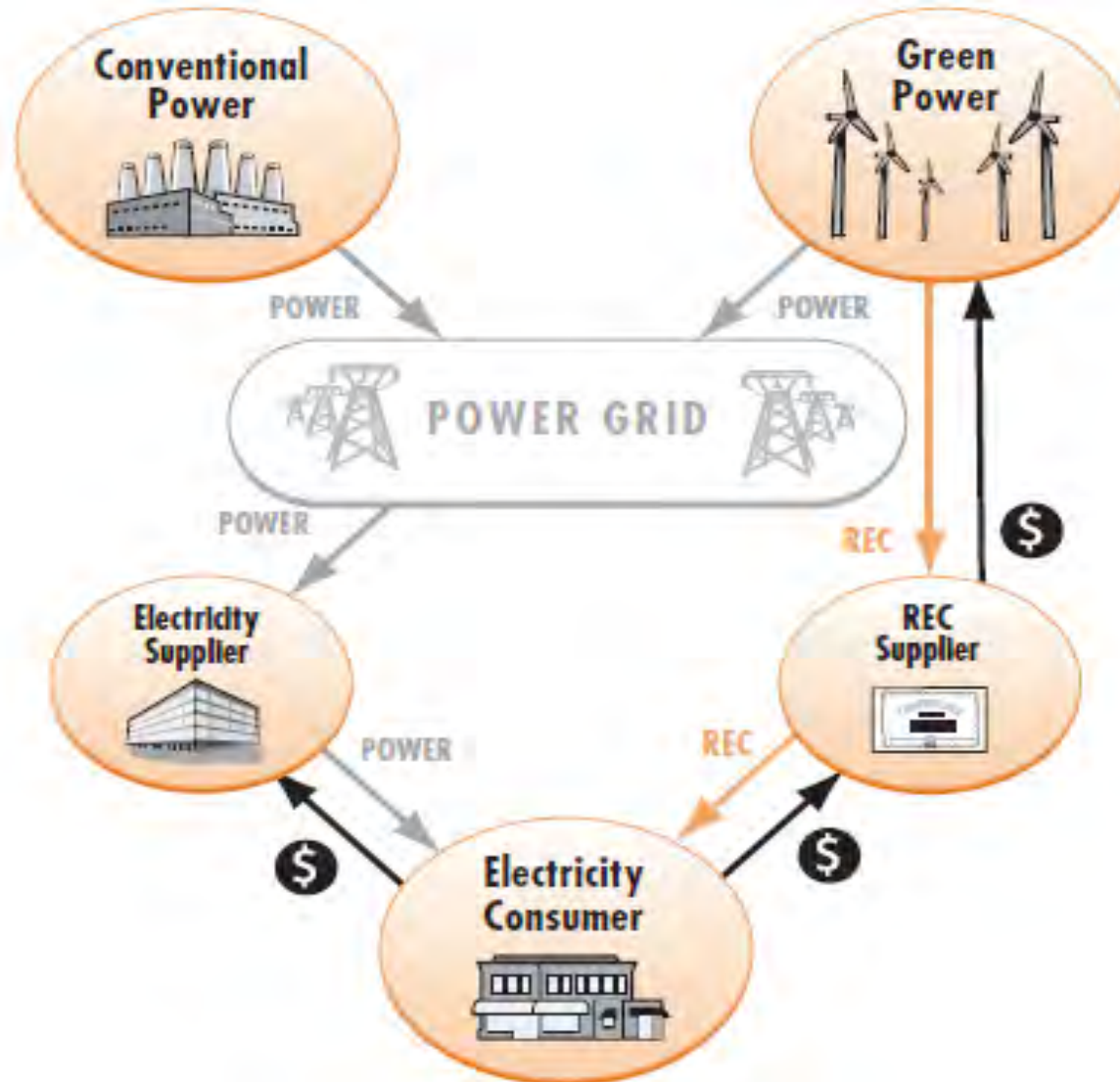


# Renewable Energy Certificates (RECs)

- Also known as:
  - Renewable Energy Credits
  - Green Tags
  - Tradable Renewable Certificates
  - Green Energy Certificates/Credits
- Renewable energy systems produce two distinct products that can be unbundled and sold separately:
  - Generic electricity which is resultantly sold into the local grid or used on site
  - RECs, which are the renewable/environmental attributes of the power generated from renewable energy system. All greenhouse gas emissions and other environmental attributes should be included
- RECs come from renewable energy projects all over the country and a variety of renewable resources.



# Renewable Energy Certificates (RECs)





# REC Advantages

- RECs have no physical constraints and can come from any renewable energy project located in the United States.
  - No transmission or ancillary services are required.
- Utility providers and bills are not changed.
- RECs can be used for a leased facility.
- RECs can aggregate multiple sites.
  - REC purchases are often made at the agency level.
- RECs are an option if no on-site renewable energy project opportunities exist and/or where renewable power delivery is restricted because of physical or institutional barriers.
- RECs encourage future renewable development.



## REC Disadvantages

- RECs do not offer protection against fuel price volatility.
- REC costs are in addition to utility costs.
- RECs are not a long term method for meeting the federal renewable energy goal.
- Costs are not an investment in direct facility infrastructure development.
- There is no guarantee of renewable energy development in your region (unless you limit renewable power plant location used to supply the RECs to your state/region).

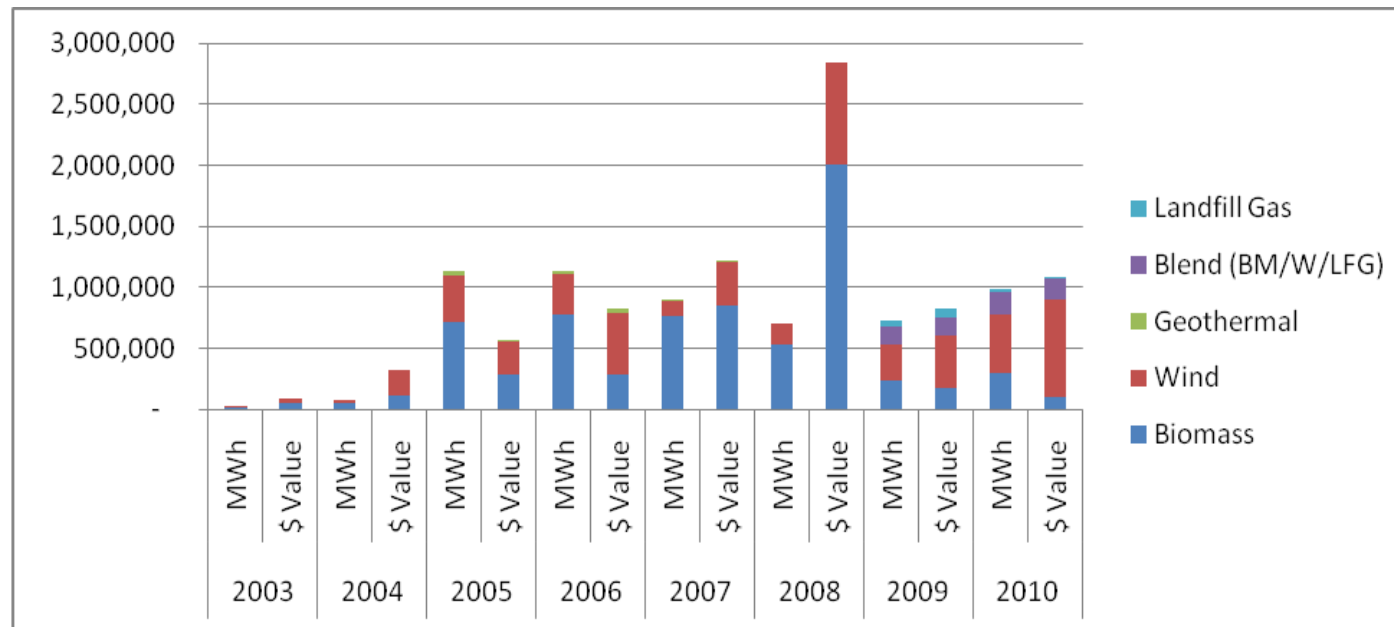


# Installation Energy REC Program

## Renewable Energy – established in 2001

- In December 2001, DLA Energy awarded its first renewable energy contract on behalf of various DoD and federal civilian customers in Texas in response to Executive Order (EO) 13123, which encouraged the federal government to significantly improve its energy management in order to save taxpayer dollars and reduce emissions that contribute to air pollution and global climate change.

### SUMMARY OF DLA ENERGY RENEWABLE ENERGY CREDIT PURCHASES (2003-2010)



**Renewable Energy Certificates (REC):** A REC is a tradable, non-tangible energy commodity in the United States that represents proof that 1 MWh of electricity was generated from an eligible renewable energy (solar, wind, biomass, ocean, geothermal, municipal solid waste, “new” hydroelectric generation) resource.





# REC Procurement Requirements

- REC prices depend on renewable resource type, location, and renewable project online date.
  - Federal agencies must use **50 percent “new”** renewables to meet the federal renewable energy goal.
    - New is defined as placed into service after Jan. 1, 1999.
    - Old RECs (from any renewable plant that was placed into service before January 1, 1999) are significantly cheaper than new RECs.
- Vintage language to ensure when the renewable energy was generated
  - Allows RECs from six months before the contract year and three months after the contract year.
  - Fiscal Year 2011: RECs are allowable from April 1, 2010, (six months prior to the beginning of FY 2011) to Dec. 31, 2011, (three months after the end of FY 2011).
- Verification supported through attestation forms to ensure RECs have not been double counted.



# DLA Energy Demand Response Program

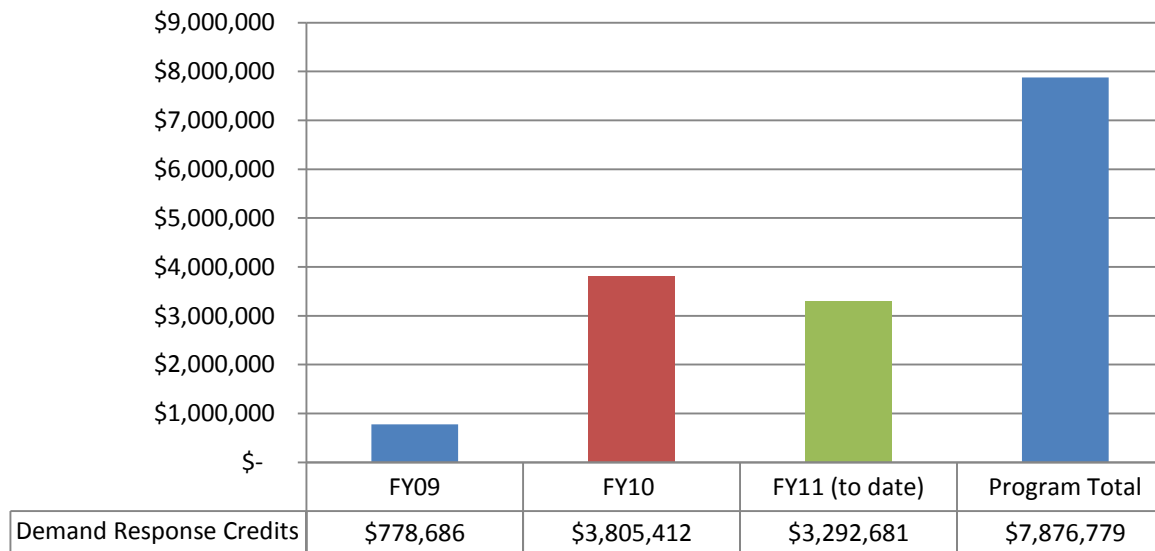
- An approach to...
  - Establish Master Agreements with vendors
  - Assist customers in understanding demand response
  - Provide customers an easier means to enter into DR Programs
  - Create a uniform strategy to enroll in DR Programs
- Applicability
  - Anywhere in the U.S. where DR programs are available, through ISO's, RTO's and/or local utilities
  - Currently have over 70 installations across PJM, ISONE, ERCOT, NY ISO and CAISO
  - Total MW's enrolled: 178
- Total credit received since program inception: \$7.8 million



# Installation Energy Demand Response Program

- **Demand Response – established in 2008**
  - DLA Energy has signed agreements with multiple curtailment service providers across the U.S. and is actively issuing task orders for customer participation in load reduction programs during times of peak demand in return for financial incentives.
- **DLA Energy**
  - Signed agreements with 14 curtailment service providers.
  - Supported over 60 DoD and federal civilian customer sites in demand response participation in PJM, New York (NYISO), New England (ISO-NE), Texas (ERCOT), Arizona (TCE), Colorado (Xcel), and California (CAISO and SCE) territories.
  - Verified over \$7.8 million in credits received by customers since 3<sup>rd</sup> Qtr 2008.

**SUMMARY OF DEMAND RESPONSE \$ CREDITS**





# How the Program Works

- Vendor(s) works with the customer to determine what DR program works best for the installation
- Customer selects the DR program and vendor, and then notifies DLA Energy
- DLA Energy contacts the selected vendor
- Selected vendor sends the agreement to DLA Energy for signature
- DLA Energy signs the agreement and forwards a copy to customer and vendor
- Vendor issues future credits to customer utility account number



# DLA Energy

## Energy Savings Performance Contracts & Renewable Energy Program

- DLA Energy is one of DoD's contracting agents for meeting established energy efficiency and renewable energy goals
- Assist customers in determining which contractual and financing vehicles are applicable to their renewable energy or energy conservation effort.
- DLA Energy has:
  - Awarded over \$430 million in ESPCs for DoD (primarily Army) in meeting the specified energy reduction goals. These projects have saved 868 billion btu's/year (energy).
  - Issued multiple solicitations for large and small scale solar projects.
  - Signed a support agreement to provide procurement support to the Army in the development of a geothermal plant at Hawthorne Army Depot, Nev.
  - Multiple renewable energy and ESPC initiatives in the planning or acquisition phase in support of the Army and other DoD activities.





# ESPCs

- ESPCs allow federal agencies to accomplish energy savings projects without up-front capital costs.
- Are a contracting mechanism that allows energy efficiencies and capital improvements to be installed at your facility through a third party.
- Utilize Department of Energy Super ESPC Indefinite Delivery Indefinite Quantity (IDIQ) contracts to award task orders to an Energy Service Company (ESCO).
- ESCO encourages the development and implementation of the energy project.
- ESCO identifies and guarantees a level of cost savings in agreement with the government.
- Customer pays the ESCO over the term of the contract out of the energy and energy-related savings resulting from the project, so the funds are self-producing out of the current utility budgets being spent.



# Power Purchase Agreements

- Power Purchase Agreements (PPA) allow for third party financing of on-site renewable energy projects
  - Developer installs a renewable energy system on agency property with the agreement that the agency will purchase the power generated by the system
  - Government pays the developer a per kilowatt hour price for the energy that is generated by the project and consumed at the site for the duration of the contract
  - Developer owns, operates and maintains the system for the life of the contract
- Benefits include:
  - no up-front capital costs.
  - ability to monetize tax incentives.
  - a known long-term energy price.
  - no O&M responsibilities, and minimal risk to the agency.
- Considerations include:
  - limited federal experience with PPAs, contract term limitations, challenges with site access.



# Power Purchase Agreements

- Power Purchase Agreements (PPAs)
  - Is this the appropriate vehicle for project execution?
  - Other contracting vehicles for consideration
    - Energy Savings Performance Contracts
    - Utility Energy Savings Performance Contracts
- Project will only be as good as the requirements received:
  - Prior renewable assessments/screenings
  - Proposed project (type, size, location)
    - Site diagrams, maps, electrical drawings
  - Location of planned interconnection
    - Will additional infrastructure be required, new lines added
    - Is the current facility privatized?



# Power Purchase Agreements Considerations

- Regulatory Issues and Utility Coordination
  - Are PPA's legal in your state/utility
  - Is PUC approval required for any aspect of the project
  - Utility involvement
    - Interconnection requirements
    - Standby charges or tariff changes
    - Applicable incentives/rebates



# Power Purchase Agreements

- Other Key Issues
  - National Environmental Policy Act (NEPA)
  - Land Use Agreement
  - Facility Access Requirements
  - Disposition of RECs
  - Length of Contract
    - FAR Part 41, 10 years
    - 10 USC 2922a, up to 30 years
  - Approval Processes for:
    - Implementation of the project
    - Land use agreement
    - 10 USC 2922a approval





## Points of Contact

- DLA Energy, Installation Energy, Fort Belvoir, Va.
  - Kevin Ahern, 703-767-8572, [kevin.ahern@dla.mil](mailto:kevin.ahern@dla.mil)
  - Pam Griffith, 703.767.8328, [pamela.j.griffith@dla.mil](mailto:pamela.j.griffith@dla.mil)
  - Andrea Kincaid, 703.767.8669, [andrea.kincaid@dla.mil](mailto:andrea.kincaid@dla.mil)

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Industrial Capabilities and Warstopper Program

Luis Villarreal

June 27 – 30, 2011



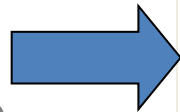
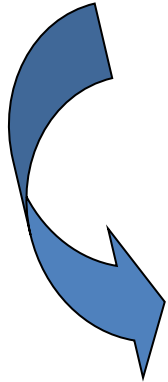
# Agenda

- Warstopper Program
  - Warstopper Overview
  - RFI/RFQ Process
- eCAP
  - eCAP Overview
  - Frequently Asked Questions
- IBex



# Warstopper Program Background

Desert Storm



## War Stoppers

Initiated by HR 102-311  
(Industrial Preparedness)

- Nerve Agent Antidotes
- Chemical Protective Overgarments
- Chemical Protective Gloves
- Meal, Ready-To-Eat
- Tray Pack Rations
- Meets Criteria of HR 102-311
- Medical Rotational Stocks
- NBC Defense

In Response DoD created Program Element 0708011S, Industrial Preparedness as provided in DoD 7045.7-H





# Warfighter Readiness Solutions

## Science & Technology

- Innovation in Products

## Title III

- Establish Capability

## War Reserve Material

- War Reserve items

## DMSMS

- Manage obsolescence

## Working Capital Fund

- DLA Procurement Solutions

## Warstopper

- Industry/Business Solutions
- Mitigate surge constraints

## Manufacturing Technology

- Lead Time Reductions
- Lean Manufacturing

## DPAS

- Establish Priority



# Warstopper Program Criteria

- Mission Essential or Critical\*
- Low peacetime demand but high wartime demand\*
- Limited shelf life\*
- Long production lead time\*
- Cost effective alternative to War Reserve Inventory\*\*

\* Congressional guidance HR 102-311

\*\* DoDI 3110.60 War Reserve Materiel Policy



# Industrial Base Preparedness

Benefit To The Industry

## How The Program Works (Government Investment):

- Provide lean six-sigma analysis to maximize vendor capacity
- Provide industrial equipment
- Stage raw material, subcomponents, raw material buffers (vendor managed inventory)
- Award industrial base maintenance contracts to maintain vital domestic industry

## Past Investment Items:



Class IX - Batteries



Medical  
Readiness



Class II  
Nomex Fiber



Operational Rations



Class IX: Specialty Steel



Nerve Agent  
Antidote  
Auto Injector



Class IV  
Bastions

## Mission:

*Government Investment needed when readiness demand is higher than the commercial industry is willing to invest.*

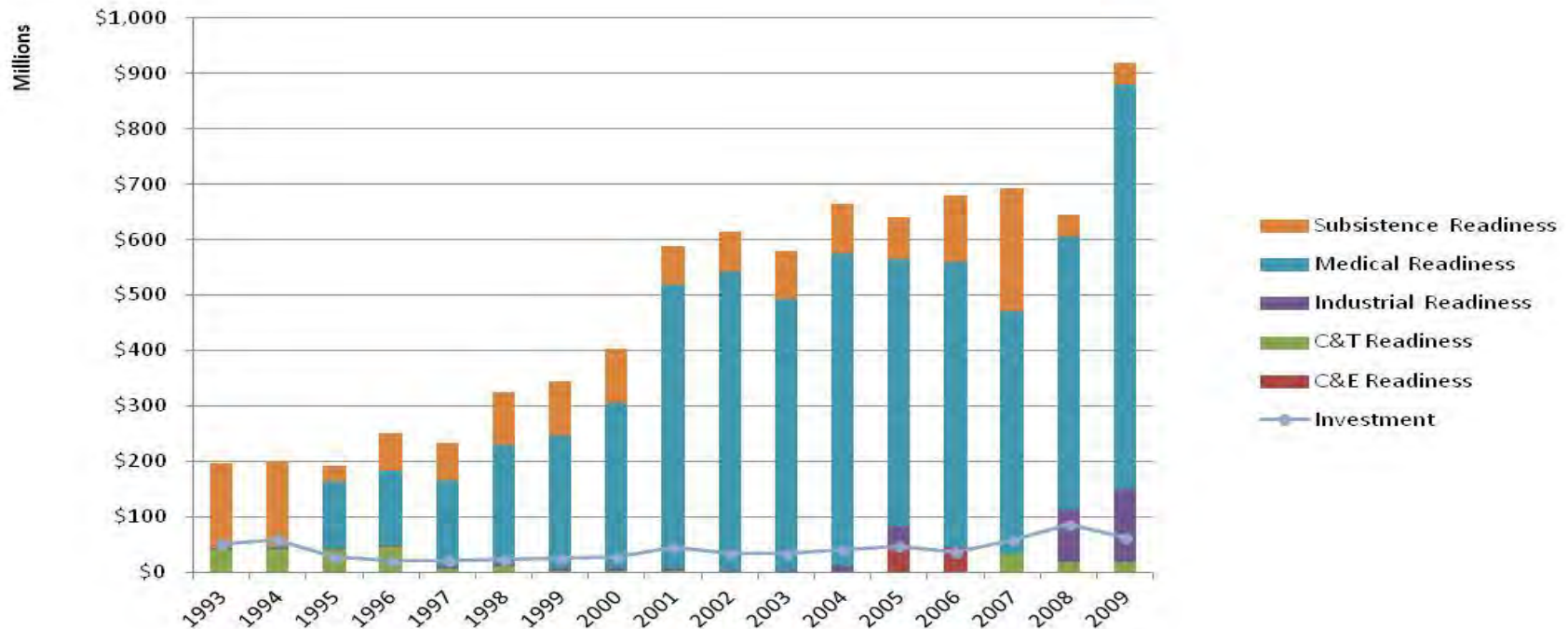




# Return on Investment

Benefit To The Tax Payer

## Equivalent War Reserve Material Offset versus Warstopper Investment



August 27, 2010 Warstopper Return on Investment Analysis

The Warstopper Program has led to cumulative inventory cost avoidance of over \$4.8B through the investment of approximately \$699M over the program's lifetime. After the costs of the investments, the total cost avoidance to DoD is over \$4.B. The resulting ROI is 6.9:1 over the program's life.





# Sample Investments

## Benefit To Warfighter



- *AM2 Matting: \$6.1M invested for long lead time extrusions that increase surge output by 85% in first 180 days.*

Marines attached to the 24th Marine Expeditionary Unit,, lay down AM2 matting while in Kandahar Province, Afghanistan.



Soldiers pull a tab to activate the UGR-E

- *Unitized Group Rations-Express: \$1.8M invested for Government-furnished equipment that increases surge output by 15% in first 180 days.*



A Marine wears a flight suit made of NOMEX®

- *Nomex® Fiber: \$1.37M invested in vendor managed buffer of Nomex fiber that increases surge output of fire retardant items by up to 54% in the first 180 days.*





# Operational Investments: Successes

Class IX Successes	Bradley Fighting Vehicle (BFV)	Reverse Osmosis Water Purification Sys	Nesatron Chamber	Cesium Lamp (IR Countermeasures)
<b>Weapon System(s)</b>				
<b>Supply Chain</b>	<b>Land</b>	<b>Land</b>	<b>Aviation</b>	<b>Aviation</b>
<b>Warstopper Investment</b>	Prepositioned long lead-time special steel	Invested in staging of critical parts at distributor (Customer Direct Contract)	Provided an additional Nesatron chamber as GFE to apply coatings to helicopter windshields	Prepositioned raw materials and key subcomponents
<b>Results of Investment</b>	Reduced PLT from 571 to 77 days; 130% increase in production	Reduced PLT to > 30-days; with initial capability to ship immediately	Doubled capacity to 120 sets per month	360-day PLT reduced to 30-days
<b>Cost (ROI)</b>	\$310K (8.4)	\$677K (2.0)	\$1.78M (3.0)	\$553K (2.2)
<b>Situation</b>	Surged 1300% above peacetime level	Manufacturing capability lost-hurricane Katrina	Significant backorders existed during OIF/OEF	Service stocks exhausted prior OIF/OEF
<b>Execution</b>	 Race-supported increased overhaul/repair production of BFV transmissions	 6-Valve Diaphragm Assembly-kept theater ROWPUs in operation over 12-month period	 Investment accelerated the get well dates for project coded backorders	 DLA issued order to fill lamp inventory prior to start of OIF – zero wartime backorders



# Warstopper RFI/RFQ Overview

- *Offers proactive approach for identifying potential areas for Warstopper investments to address readiness concerns*
- *Gives industry an avenue to identify issues that have limited their capability to meet go-to-war requirements*
- *RFI responses will be reviewed with potential for future competitive solicitations to pursue warstopper investments*
- *Cycle will be to request feedback in one FY and if appropriate, issue solicitation and award in the following FY*



# Lean Six Sigma (LSS) Studies

## Data collection tools/ sources:

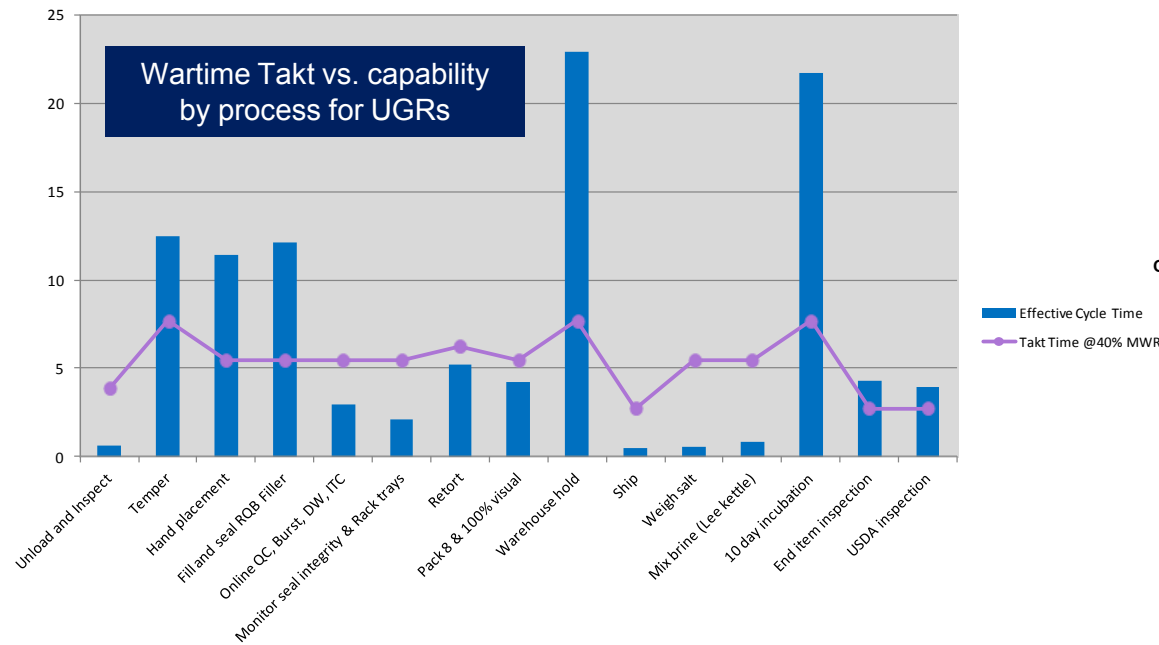
- Direct observation of specific processes
- Stakeholder interviews/ brainstorming
- SPC/ quality management system data
- Accounting data (labor costs – rework)
- Converting paper records to e-data

## Performance Metrics/ KPI:

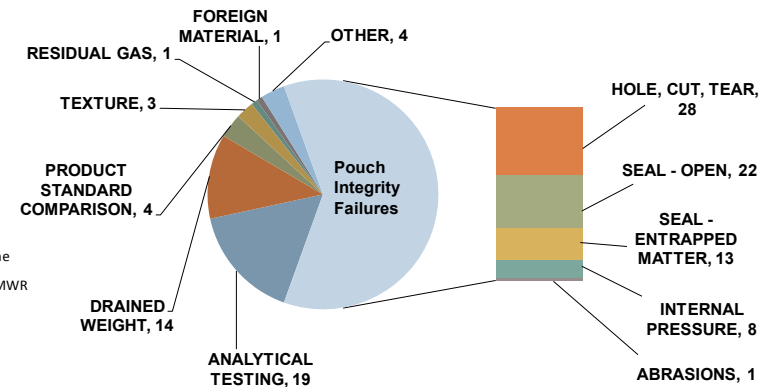
- Wartime Takt vs. capability by process
- $\sigma$  Rating
- First pass yield/ Cost of Poor Quality (COPQ)

EXAMPLE - Wornick - UGR E/H&S Pork Links (PLACE-ABLE) - 12 Jan 2009

Current Effective Cycle Time per Tray vs. Takt Time @40% MWR  
(Scenario 2: - Assumes Product Runs Avg of 28 Days /Month and 7-day Work Week)



## Preliminary analysis of USDA MRE pouch defect data



\* Per USDA Operational Rations database as of April 14, 2009.



# Supply Chain/ Manufacturing Simulations

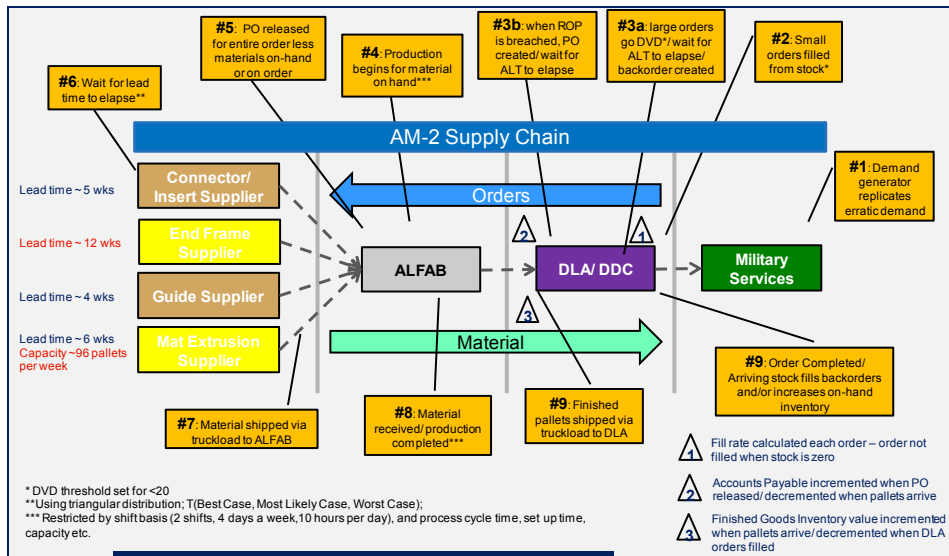
## Data collection tools/ sources:

- Tailored questionnaires
- Direct observation of specific processes
- Stakeholder interviews/ validation
- DLA requisition/supply data (DORRA/ DLA eMALL)

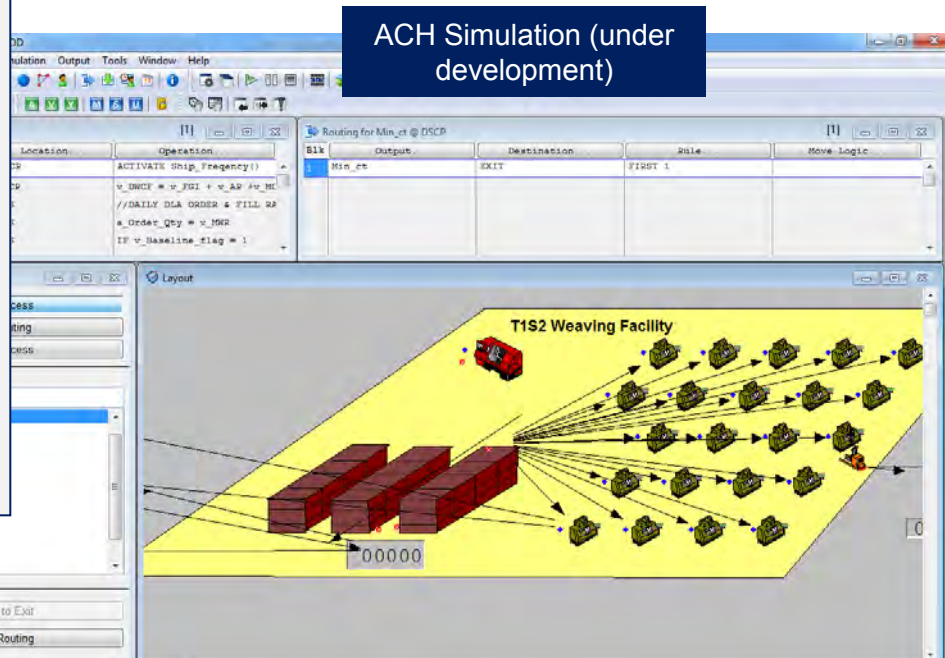
## Performance Metrics/ KPI:

- Daily wartime output
- Average PLT
- Fill rate
- Average working capital
- Average inventory
- # Delivery Orders
- Resource/ process utilization/ % Oper.

(Current & future state)



Flow chart of simulation information and material flows

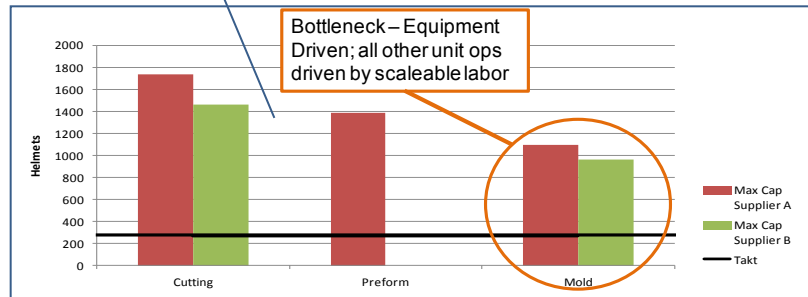




# Product Level Industrial Base Studies – Focus Areas

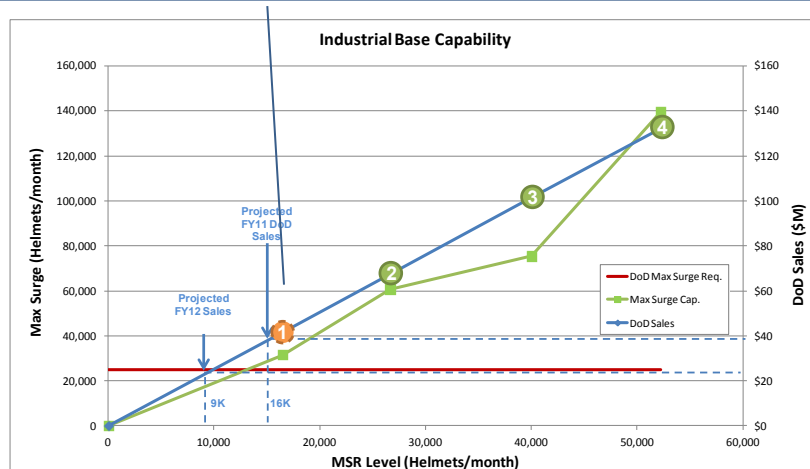
## 1 Capability Analysis

**Objective:** Measure normal/ max surge capability & assess opportunities to improve wartime readiness, e.g. pre-positioned materials/ add. capacity



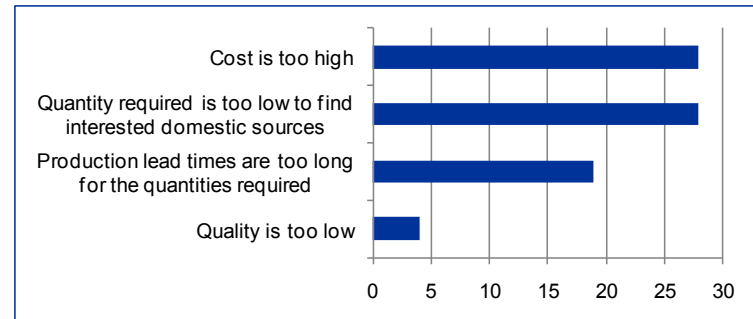
## 2 Sustaining Critical Industrial Capabilities

Identify # suppliers that can be sustained based on projected demand and resulting impact on S&S capabilities



## 3 Acquisition Policy Issues

**Objective:** TBD based on policy issue related to IB. Example: Feedback from suppliers on problems with sourcing clothing components



### Data collection tools/ sources:

- 1 Tailored questionnaires, site visits, DLA requisition/supply data
- 2 Annual financial statements, fixed/ variable cost data, capability analysis
- 3 Tailored questionnaires, supplier interviews, FAR, policy discussion documents, Federal Register Notices, DLA buy history, Trade Association websites





# Industry Sector Studies

## Data collection tools/ sources:

- Web based survey\*
- Focus group review of survey questions (e.g. SMEs/ trade associations)
- DLA buy history (DORRA) and trade association member lists to identify suppliers
- DoC Bureau of Labor Statistics (BLS)
- ITA TradeStats Express
- Census Bureau Annual Survey of Manufacturers (ASM)
- Federal Reserve Industrial Production & Capacity Utilization
- Trade association websites/ data
- U.S. International Trade Commission publications
- Previous surveys, e.g. DoC BIS
- International Trade Commission (ITC)
- Federal Procurement Data System (FPDS-NG)

## Performance Metrics/ KPI:

- TBD based on study objectives
- Response rate, e.g. 50%
- See back-up slides for sample C&T IB survey objectives

Defense Logistics Agency Clothing & Textile Indu...

**C&T IB survey screen shot**

Defense Logistics Agency  
Clothing & Textile  
Industrial Base Survey

Part I. Firm Profile

**NOTE:** Some of the questions presented in this survey request a response in relation to your firm's overall DoD business, which may include the Defense Logistics Agency (DLA), the Military Services, or any other DoD organization buying textile and apparel related items, while other questions request a response specifically for DLA.

In addition, when responding to questions about your DoD business, please consider your firm's: 1) defense related end-use items identified by purchase orders bearing a DO or DX rating and/or a contract number from the Department of Defense, or 2) if your firm is an upstream DoD supply chain partner, the orders of your customers intended for defense purposes, based on product/ material specifications or other product/ material characteristics.

Please navigate this survey using only the "Next >" and "< Back" buttons below. Should you accidentally use you browser's back arrow instead, you may need to refresh the page to restore the survey.

**1. DoD PRIME CONTRACTOR**  
Has your firm sold products directly to the Department of Defense (DoD) as a prime contractor in the last 3 years?

☐ Yes  
☐ No

Defense Logistics Agency Clothing & Textile Industrial Base Survey  
Questionnaire & mail: [Survey Support](#)

\*Some surveys with sensitive questions are better handled anonymously; In addition, survey management capabilities can help increase the response rate by sending out reminder emails to those that haven't responded. Web based surveys can also utilize skip logic to avoid irrelevant questions



# Value of Studies

## To DLA

- Deeper understanding of industrial base issues
- Identification of investment opportunities as an alternative to war reserve inventory
- Improved communications with industrial base
- Improved readiness position for critical items

## To Industry

- Funded resources to complete objective analysis (i.e. LSS or value stream mapping)
- Able to provide a deeper level of data collection than otherwise may be practical
- Potential for DLA funding to resolve a lead-time, material or equipment issue if it improves readiness position



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

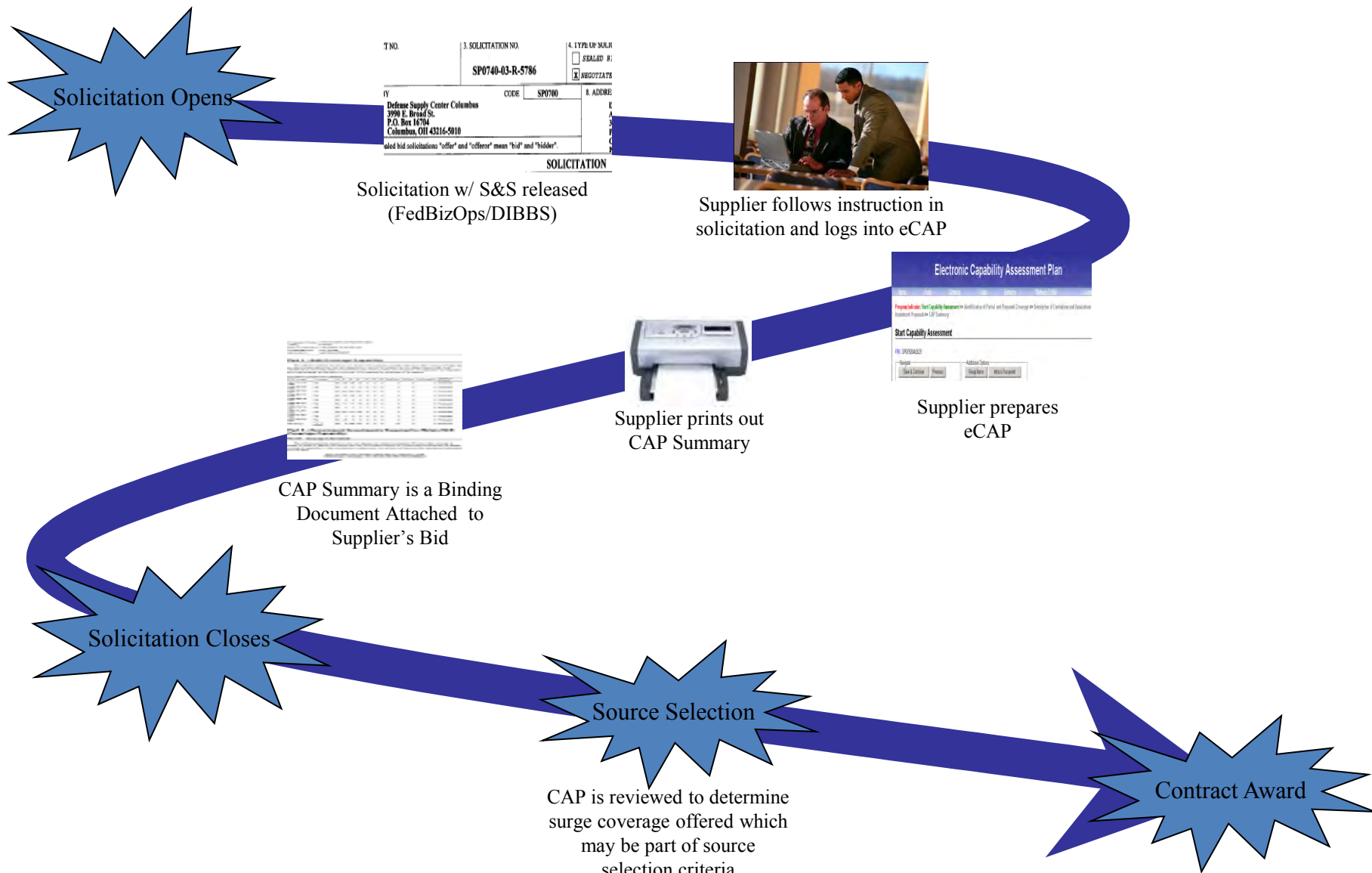


## Electronic Capability Assessment (eCAP) Plan

Aaron Craft



# eCAP as Part of LTC Process





# Introduction

- The eCAP application collects a supplier's:
  - Capability to meet the wartime Surge and Sustainment (S&S) demand, and
  - Industrial base investment opportunities.
- Suppliers self-register to use eCAP and control access to their data
- Suppliers print self-assessment and submit with bid





# eCAP - Agenda

- System Login
- Select Solicitation
- CAP Self-Assessment:
  - Capability to deliver Services' go-to-war requirements
  - Production constraints preventing requirement delivery
  - Opportunities and costs to mitigate constraints
- Self-Assessment Reporting
  - Review
  - Print
  - Submit
- FAQ

e.



# eCAP – Select Solicitation

**STARTCAP****Select Solicitation****1**

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:11:04 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:12:30 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:12:30 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:13:10 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:13:10 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

**Search Results**

Select	Solicitation	Buyer Code	Attachments
<input checked="" type="radio"/>	SP0406-05-R-0603	PAH3712	<a href="#">Attachments</a>

**Your Selected Solicitation: SP0406-05-R-0603**

Enter CAGE Number (1-10 Alpha-Numeric Characters)

12345

What would you like to do?

☒ Continue with Capability Assessment

☐ Manage Groups and Filters

**SOLICITATION, OFFER AND AWARD****2. CONTRACT NO.****3. SOLICITATION NO.****SPM7LX-08-R-0011****Prepare CAP**



# eCAP – Identify Capability

2

WORLD WIDE WEB INDUSTRIAL CAPABILITIES  
ASSESSMENT PROGRAM

## Start Capability Assessment

4/3/2009 12:39:15 PM

[Home](#) | [References](#) | [Manage Profile](#) | [Logoff](#)[Progress Indicator](#) [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

### Start Capability Assessment

PIIN: SP0000-00-R-9999

[Instructions](#)

Begin the process by checking the offered box of the NSNs that you are including in your proposal response. Please check the solicitation to verify surge is part of the evaluation criteria. If no offer for surge will be made, please click save and continue. If a group is provided for, then all items within the group must be fully covered.

Navigate

[Save & Continue](#)[Previous](#)

Additional Options

[Group/Filter Items](#)[Attach Document](#)

Filter by FSC:		- or - User-Defined Filter:										Reset	Save Page
Offered	NSN	MWR (UI)	Vendor Offered Quantity	Interval	Surcharge %	Provision Methods			Vendor Offered Coverage		Initiation Point For Ramp Up (days)		
<input type="checkbox"/>						Production	External Supplier	Inventory	Ramp Up Time In Days (If Needed)	End Day			
<input checked="" type="checkbox"/>	0000-00-000-0097	12 (EA)	20	30	0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0	0			
<input checked="" type="checkbox"/>	0000-00-000-0154	500 (EA)	12	30	0	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	0	0			
<input checked="" type="checkbox"/>	0000-00-000-0368	32 (EA)	42	40	0	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	5	90	<input checked="" type="radio"/> After Contract Receipt <input type="radio"/> After Order Receipt		
<input checked="" type="checkbox"/>	5960-00-000-0023	24 (EA)	40	30	0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	0	0			
<input checked="" type="checkbox"/>	5960-00-000-0051	65 (EA)	75	30	0	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0	0			
<input type="checkbox"/>	0000-00-000-9876	0 (EA)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	0000-00-003-4766	0 (EA)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	0000-00-004-3657	0 (EA)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					

**Offer  
Full  
Quantity**

Yes

No

**CAP  
Report**

7

**Constraints**

3



# eCAP – Constraints

3

4/3/2009 1:27:06 PM Home | References | Manage Profile | Logout  
Progress Indicator: [Start Capability Assessment](#) > [Partial Coverage](#) > [Limitations](#) > [Proposed Coverage](#) > [Investments](#) > [Summary](#)

### Partial Coverage

PIIN: SP0000-00-R-9999 [Instructions](#)

You have reached this page because the information entered on the previous screen indicates that you cannot meet the government's full requirement (either due to a smaller offered quantity, longer interval or the amount of ramp up time required). Please validate that the information in the offered row is accurate. If it is not accurate, please return to the previous screen and make the necessary changes.

Please indicate what the constraint is to meeting the required quantity and lead-time by checking at least one of the limiting factors. If there is a solution that could resolve this constraint, please indicate this by checking the "Proposed Solution" box. You will be asked to provide details about this solution and what additional coverage it would offer in a subsequent screen.

Navigate: [Save & Continue](#) [Previous](#) Additional Options: [Attach Document](#)

HSN	MWR (U)	Vendor Offered Quantity	Interval	Vendor Offered Coverage		Initiation Point For Ramp Up (days)	Limiting Factors (At least one of these factors is required)	Propose Solution
				Ramp Up Time	End Day			
0000-00-000-0154	500 (EA)	12	30	0	0	N/A	<input checked="" type="checkbox"/> Labor <input type="checkbox"/> Plant <input type="checkbox"/> Prod. Equip. <input type="checkbox"/> External Supplier <input type="checkbox"/> Lead Time <input checked="" type="checkbox"/> Capacity <input type="checkbox"/> Testing / QA <input type="checkbox"/> Other	<input checked="" type="checkbox"/>
0000-00-000-0368	32 (EA)	42	40	5	30	After Contract Receipt	<input type="checkbox"/> Labor <input type="checkbox"/> Plant <input type="checkbox"/> Prod. Equip. <input type="checkbox"/> External Supplier <input checked="" type="checkbox"/> Lead Time <input type="checkbox"/> Capacity <input type="checkbox"/> Testing / QA <input type="checkbox"/> Other	<input checked="" type="checkbox"/>

Reset Save Page

Solution Available

4

4/3/2009 1:48:13 PM Home | References | Manage Profile | Logout  
Progress Indicator: [Start Capability Assessment](#) > [Partial Coverage](#) > [Limitations](#) > [Proposed Coverage](#) > [Investments](#) > [Summary](#)

### Limitations

PIIN: SP0000-00-R-9999 [Instructions](#)

You have reached this page because the information entered on the previous screen indicates that you cannot meet the government's full requirement (either due to a smaller offered quantity, longer interval or the amount of ramp up time required). Please provide more details describing your constraint.

Navigate: [Save & Continue](#) [Previous](#) Additional Options: [Attach Document](#)

Limiting Factor	Detailed Reason (required)
External Supplier Leadtime	Prepositioning critical lead time components will increase DUL's accounts available. You have 917 characters remaining.
Labor	Strike resolution. You have 982 characters remaining.
External Supplier Capacity	No longer served by DUL. You have 976 characters remaining.

Contact Webmaster | Privacy/Security | Accessibility

Proposed Solution

5

Or

CAP Report

7



# eCAP – Proposed Solution

5



## WORLD WIDE WEB INDUSTRIAL CAPABILITIES ASSESSMENT PROGRAM

9/18/2009 2:15:14 PM

[Home](#) | [References](#) | [Manage Profile](#) | [Logout](#)[Progress Indicator](#) | [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

### Proposed Coverage Management

PIN: SP0000-00-R-9999

[Instructions](#)

You have reached this page because you have indicated that there is a proposed solution. Please indicate the total offered quantity under your proposed solution. If you indicate that you require an investment to implement this solution then you will be directed to a new screen to provide that information.

[Save & Continue](#) [Previous](#)

[Attach Document](#)

Do you have any investments for these proposed items?

☐ Yes ☐ No[Reset](#) [Save Page](#)

Requirement	Basic Coverage Offered					Total Coverage With Solution					Comments
	HSN	MVR	Rampup (Days)	Offered Amount	Offered Interval	Contract End Day	Rampup (Days)	Offered Amount	Interval (Days)	Coverage End	
0000-00-000-0154	580 (EA)	0	12	30	0	0	0	30	0	120	
0000-00-000-0368	57(EA)	0	42	40	90	0	32	30	0	0	



ABILITIES

6

### Investment Management

PIN: SP0406-05-R-0603

[Instructions](#)

You have reached this page because you have proposed a solution requiring a government investment. Please indicate the number of investment years (this should not exceed the solicitation period of performance), an estimate of the required funding, and the type of investment you are proposing below.

[Save & Continue](#) [Previous](#)

[Attach Document](#)

#### Identify Investments

Investment Years

5

Create Investment Category

-- Choose Investment Type --

-- Which Applies To --

[Create](#)

Investment Type	Applies To	Purpose	Year 1	Year 2	Year 3	Year 4	Year 5	Modify
Raw Material	One Ntn	Preposition long lead time raw material. Rotate stock as required.	\$10,000.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	<a href="#">Edit</a> <a href="#">Delete</a>

[Contact Webmaster](#) | [Privacy / Security](#) | [Accessibility](#)

Internet | Protected Mode: On

100%

**CAP  
Report**





# eCAP – Self-Assessment Report

7

## CAP Summary

Company Name: BearingPoint  
CAGE: 54321  
Date Completed: 3/18/2009  
Completed by: Joe Vendor  
Solicitation Number: SP000000R9999  
(Formerly PIIN)



### Part 1 - S&S Coverage Capability

Additional quantities of an item that must be shipped to DLA for each 30-day period, assuming you receive the order up to the full quantity at the beginning of each period.

NSN/GROUP	MWR	UI	Offered Amount	Offered Interval	Ramp Up Time In Days (If Needed)	End Days	Initiation Point For Ramp Up (days)	Surcharge	Provision Methods	Limitations
0000-00-000-0097	12	EA	20	30	0	0	N/A	0	External Supplier	
5960-00-000-0023	24	EA	40	30	0	0	N/A	0	External Supplier, Inventory	
5960-00-000-0051	65	EA	75	30	0	0	N/A	0	Production	
0000-00-000-0154	500	EA	12	30	0	0	N/A	0	Inventory	Labor, Capacity
0000-00-000-0368	32	EA	42	40	5	90	After Contract Receipt	0	Production, External Supplier	Leadtime

### Part 2 - Description of Constraints

The Offeror certifies that the constraint is factual.

Category	Constraint Description
External Supplier Leadtime	Prepositioning critical lead time components will increase DBT's amounts available
Labor	Strike resolution
External Supplier Capacity	No longer served by DHL

### Part 3 - Proposed Solutions & Government Investments Required to Obtain S&S Coverage Capability

#### Part 3.1 - Coverage to be Gained

The Offeror certifies that they cannot deliver the stated quantities according to the surge delivery schedule without implementing the proposed solution. The Offeror also certifies that the solution offered is the most efficient method to resolve the S&S capability shortfall. If a government investment is required it is indicated in Section 3.2.

Numbers reflect data after the Proposed Solution is implemented.

NSN/GROUP	MWR	UI	Amount	Interval	Rampup Time	End Days	Safety Stock	Comments
0000-00-000-0154	500	EA	0	30	0	0	120	
0000-00-000-0368	32	EA	32	30	0	0	0	

#### Part 3.2 - Funding Requirement to Obtain S&S Coverage

Costs applicable to coverage gained on items in Part 3.1.

##### Investment Cost Details

Cost	Purpose	Applies To	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Long-Lead-Time Components	Self-Resupply	One Year	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

### Part 4 - Group Items Detail

Here is a [break down](#) of which items are incorporated into the groups mentioned above.

Group Name	NIIN(s)
group 1	

### Part 5 - Uploaded Files

There are no Uploads for this Cap

**Shortfall  
(Warstopper)**

- Review
- Edit
- Print
- Submit with Offer



# eCAP - FAQ

Q: How do I get an account to access eCAP?

A: WICAP allows users to create their own accounts. Simply access the WICAP website, click the “New User Registration” link under the log in area and enter the requested data.

- The first user to register under a CAGE code is the CAGE Administrator. The CAGE administrator is responsible for making all new accounts for their CAGE code.

Q: I forgot my password, how do I get a new one?

A: WICAP users are able to request a new password right from the WICAP website. Simply access the WICAP website, click the “Forgot Password?” link under the log in area and enter the requested data. You will need your username and email address in order to request a new password. If you do not have these pieces of information contact WICAP Support.



# eCAP - FAQ

Q: How should “offered quantity” be stated?

A: Only state what you can do. Surge sourcing is built into eProcurement so expect surge orders.

Q: Is the offered surge quantity in addition to the peacetime delivery requirement?

A: Yes.

A: How do distributors select a provisioning method?

Q: It depends on whether they will deliver from distributor inventory or from external supplier.

A: Am I required to establish inventory?

Q: No the Government is not specifying what you should do to meet the offered requirement. You should determine the method. Distributors should work with their sub-tier suppliers to obtain support agreements and/or to identify industrial solutions.

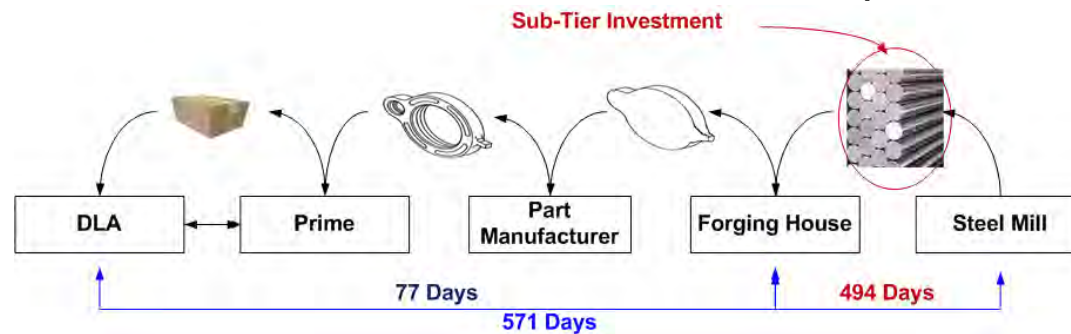


# eCAP - FAQ

Q: If I need support for a sub tier supplier, should I include them in the solution investments required?

A: Yes, if the best value solution is to make an investment at the sub-tier level.  
No, if the best solution is to stock the finished sub-component item.

Example:



Q: How can I get more assistance?

A: An introduction to eCAP can be found on the WICAP website. Access WICAP and click the, "eCAP Walk-Through Document" link. If you need further technical assistance please contact WICAP Support using the Contact Webmaster (link available at the bottom of each WICAP webpage).



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## **IBEX**

### **Industrial Base Extension Program**

Joan Lutz





# Industrial Base Extension Program (IBEX) Introduction

- Logistics readiness planning (sourcing) tool utilizing data from global logistic providers.
- Provides OCONUS sourcing information to government and military planners for manufacturing, logistics, storage and transportation.



# Example of IBEX Successes

- Support to Haiti in response to Earthquake
- Sourcing of PM Steel for IRAQ
- Water support for Tsunami relief
- Kosher/Halal for Pakistan Earthquake
- OCONUS Steel Production for MRAP
- Cold Storage Containers for SWA
- Medical IV Bags sourced in Korea
- Transportation in the Philippines



# IBEX - Agenda

- System Login – Via IBMS-SPIDERS
- Macro information for Global Support
  - Add Support Area
  - View Capabilities in Area
- Vendor Profiles
- Other Tools
  - Reports
  - Alerts
  - Collaboration



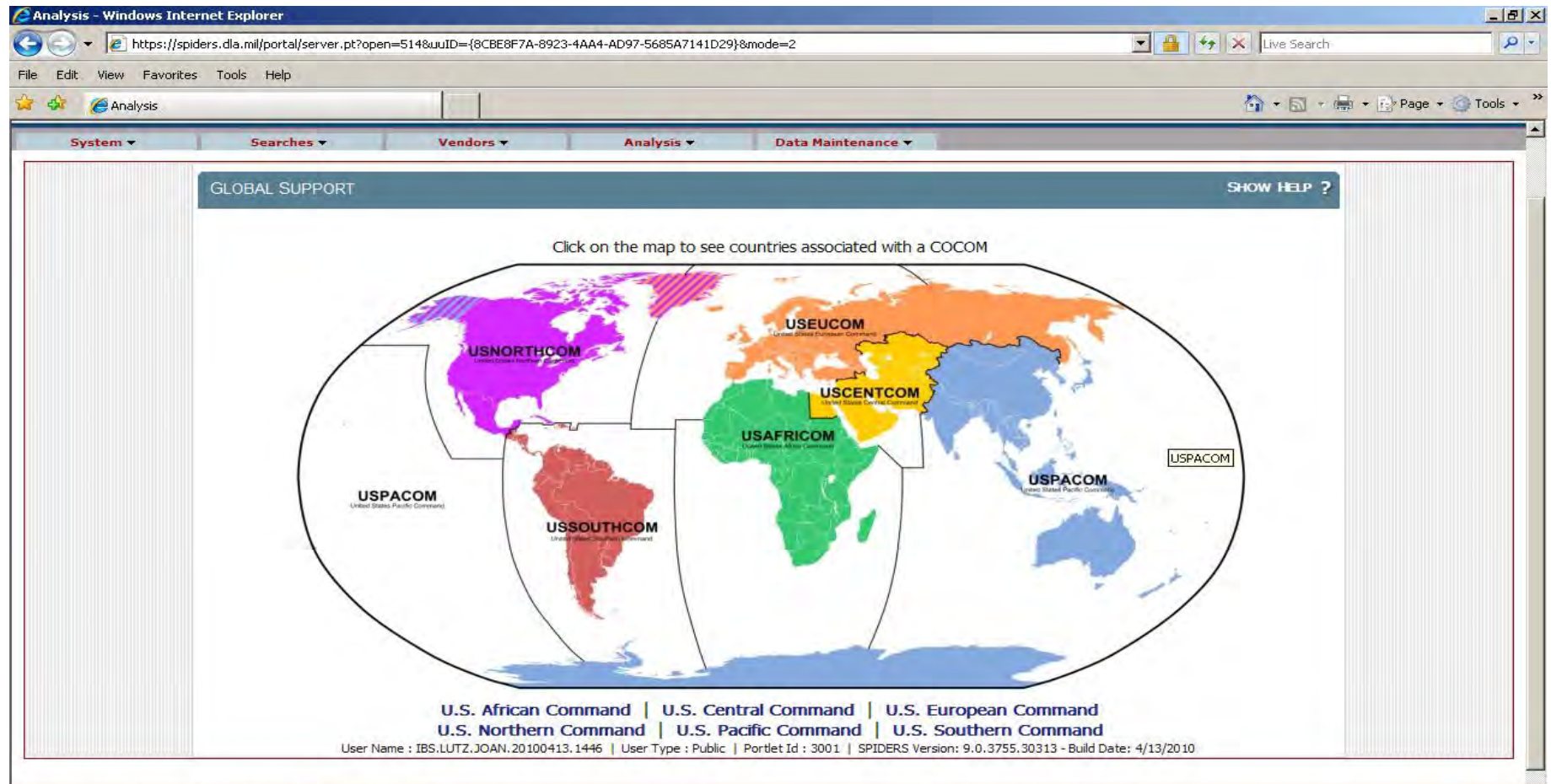
# Access IBEX via SPIDERS System

- IBMS-SPIDERS is a secure web application that requires vendor users to be PKI compliant





# MACRO Information Supports Unified Combatant Commands



**Objective:** To maintain industrial base vigilance over OCONUS assets which can be utilized during a contingency or national emergency





# Vendor Profiles

- Secure contact information used by IBEX Program Manger

Vendors - Windows Internet Explorer

https://spiders.dla.mil/portal/server.pt?open=514&uid={C798969C-7D83-4B89-B934-8BFC6AB69C9}&mode=2

File Edit View Favorites Tools Help

Vendors

**SPIDERS**

System Searches Vendors Analysis Data Maintenance

COMPANY POINTS OF CONTACT

MAIN MENU

Company Profile  
**Company POCs**

Change CAGE Code

RECENTLY USED CAGE CODES

VEN08 - DEMO IBEX VENDOR  
KC387 - ES-KO UK LTD  
DB096 - THEODOR WILLE INTERA  
VEN09 - TRAINING IBEX VENDOR

User Name : IBS.LUTZ.JOAN.20100413.1446 | User Type : Analyst | Portlet Id : 4001 | SP

DEMO IBEX VENDOR ( VEN08 )

First Name: Carmen  
Last Name: Viola  
Title:  
Phone: 123-456-7890 \*  
Fax:  
Email: carmen@ibex.com  
Primary POC: ☒  
Created By: Nicholas Papanickolas  
Last Modified by: Nicholas Papanickolas

Vendors - Windows Internet Explorer

https://spiders.dla.mil/portal/server.pt?open=514&uid={C798969C-7D83-4B89-B934-8BFC6AB69C9}&mode=2

File Edit View Favorites Tools Help

Vendors

**SPIDERS**

USER PROFILE LOG OFF RESOURCES HELP

FOR OFFICIAL USE ONLY

System Searches Vendors Analysis Data Maintenance

COMPANY PROFILE EDIT

MAIN MENU

Company Profile  
**Company POCs**

Change CAGE Code

RECENTLY USED CAGE CODES

VEN08 - DEMO IBEX VENDOR  
KC387 - ES-KO UK LTD  
DB096 - THEODOR WILLE INTERA  
VEN09 - TRAINING IBEX VENDOR

General Info Experience Government Use Save Cancel

ADDRESS

Line 1: 55 Walkers Brook Drive \*  
Line 2:  
City: Reading \*  
Country: UNITED STATES \*  
State: Massachusetts \*  
ZIP Code: 01867

STANDARD COMPANY INFORMATION

Information Provider: ☐  
DUNS Number: 987654  
NAICS Code: 123456  
Ownership Status: Publicly Traded  
Facility Size (sq. ft.): 52000  
Number of Employees: 500  
Parent Company Name: Northrop Grumman IT  
Parent Company CAGE Code: 00000



# Other Tools/Utilities

- Vendor Reports
- Vendor Alerts
- Collaboration

The screenshot shows the 'Dave's Project Hauli' web application running in Internet Explorer. The browser address bar shows a URL from the Parker IT-Protect portal. The application has a blue header with navigation tabs: Overview, Calendar, Tasks, Documents, and Discussions. Below the header, there's a 'Project Search' field and a 'Choose Project' dropdown. The main content area displays 'Dave's Project Hauli' with a description: 'Resources need to be located from IBex vendors.' and a status of 50%. It also lists 'Project Members' including 'Administrators Group', 'SPIDERS\S01\_ANALYST', and 'SPIDERS\SPIDERSPORTALADMIN'. On the right side, there are sidebars for 'Updated Documents' (showing 'Solomon Islands-Red Cross Center.xls'), 'Recent Messages' (about natural disaster relief), 'Overdue Tasks' (no tasks), and 'Upcoming Tasks' (no tasks).

The screenshot shows the 'Vendor Data Alerts' web application. The top navigation bar includes 'Vendors', 'Analysis', and 'Data Maintenance'. The main content area is titled 'VENDOR DATA ALERTS' and 'DEMO CONUS VENDOR ( VEN01 )'. It features a 'MAIN MENU' with links like 'Vendor Prod. (Class I)', 'Production Info', 'KMC Requests', 'Materials Required By Others', 'Company Profile', 'Company POCs', 'Attachments', and 'Alerts'. Below the menu, there's a table of alerts for 'VEN01'.

Category	Alert
Company Profile	Company Profile needs to be updated
Vendor Attachments	One or more attachments will be out of date within 30 days.
Vendor Attachments	Outdated attachments found.
Subsistence Vendor Production	Information not entered yet for production group.

Below the table, it says 'Item(s) found: 4'. At the bottom, there's a 'RECENTLY USED CAGE CODES' section listing: VEN01 - DEMO CONUS VENDOR, 9Y162 - THE WORNICK COMPANY, 0DV50 - AMERIQUAL GROUP LLC, 9Y595 - AC FABRICATED PRODUC, and VEN08 - DEMO IBEX VENDOR.

User Name : IBS.HAMMOND.DAVID.20100412.1558 | User Type : Analyst | Portlet Id : 4014 | SPIDERS Version: 9.0.3755.30313 - Build Date: 4/13/2010

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## ***DLA Strategic Materials Informational Briefing***

Watt Lough  
June 30, 2011



# National Defense Stockpile (NDS)

## History

- NDS Program established in 1939
- Purpose: to preclude dependence on foreign sources of supply in time of national emergency
- Prior to 1988, jointly managed by Federal Emergency Management Agency and General Services Administration
- Executive Order 12626 – President Reagan designated the Secretary of Defense as the “Stockpile Manager”
- Starting in Fiscal Year (FY) 1994, Congress began authorizing the sale of excess NDS inventory
- Since 1994, commodity sales have totaled approx \$7 billion
- In 1994 there were 90 NDS-managed commodities; today there are 25
- In 1994 there were 85 NDS storage locations; today there are 14
- Market value of remaining NDS inventory is approx \$1.37 billion





# Strategic and Critical Materials Stock Piling Act

- 50 U.S.C. 98 et seq.
- Purpose: Ensure availability of Strategic & Critical (S&C) materials needed for national defense
- Key elements:
  - Identify requirements under military conflict scenarios
  - Acquire, barter, upgrade, or dispose material as needed
  - Material development and research
  - Avoid market disruptions
  - Obtain best value for U.S. Government
- Stockpile Manager resides at the Office of the Secretary of Defense (OSD); however, DLA Strategic Materials manages the NDS



# **Why the Interest in Strategic and Critical Materials?**



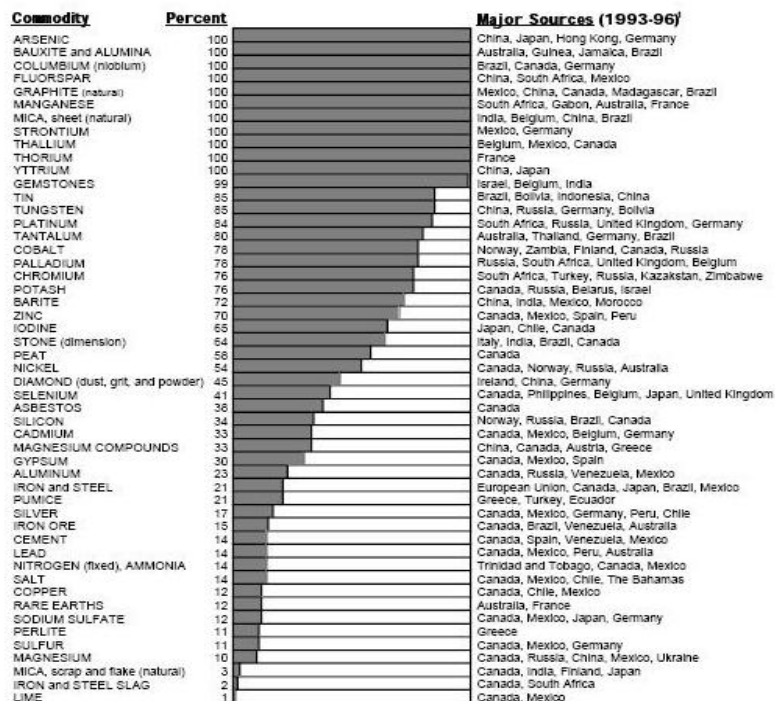
## **Major Raw Material Supply Disruptions Have Occurred in the Recent Past**

- Unrest in the Congo causing concern with respect to metal supplies such as Tin, Tungsten, and Tantalum
- Nickel workers strike in Canada (2009/2010)
- China stopped Rare Earth Oxide from being exported to Japan over a diplomatic dispute (2010)
- Natural disasters, such as the earthquake in Japan (2011), have caused many supply chain disruptions



# US Reliance on Imports is Expanding at an Accelerated Rate

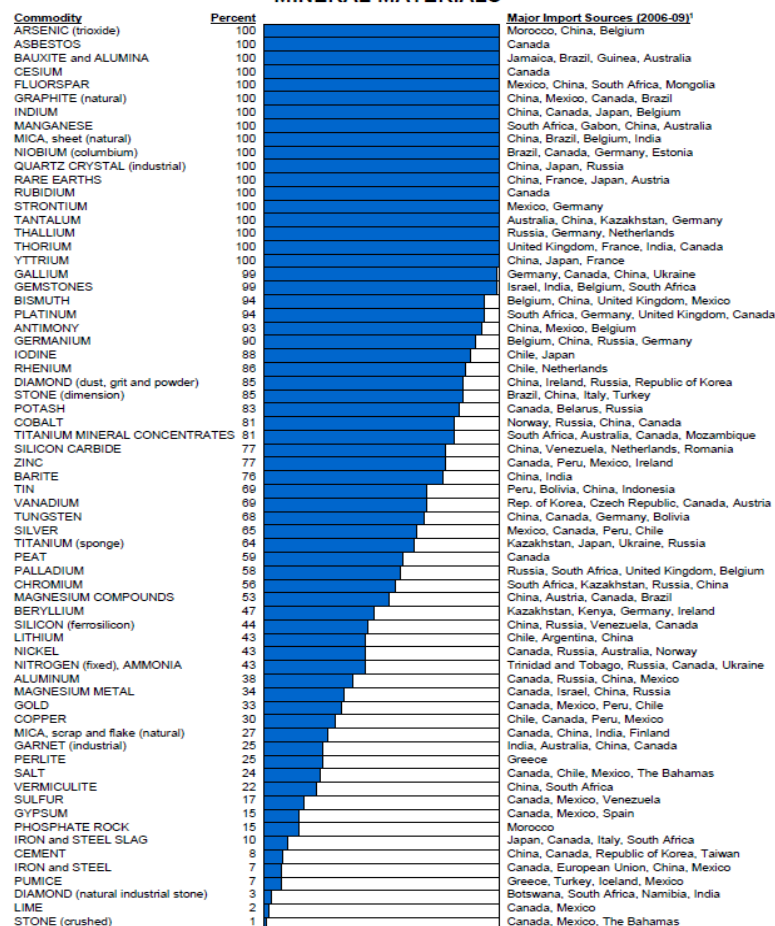
## 1997 U.S. NET IMPORT RELIANCE FOR SELECTED NONFUEL MINERAL MATERIALS



Additional commodities for which there is some import dependency but data are withheld or are insufficient to determine import-reliance levels:

Antimony	China, Mexico, Bolivia, South Africa	Mercury	Russia, Canada, Spain, Kyrgyzstan
Bismuth	Mexico, Belgium, China, United Kingdom, Canada	Rhenium	Chile, Germany, Netherlands, United Kingdom, Russia
Gallium	France, Russia, Canada, Germany, Hungary	Rutile	Australia, South Africa, Sierra Leone
Germanium	Russia, United Kingdom, China, Belgium, Ukraine	Titanium (sponge)	Russia, Japan, China, Kazakhstan
Indium	South Africa, Australia, Canada	Vanadium (ferrovanadium)	Russia, Canada, Belgium, Austria
Iridium	Canada, Russia, France, Italy, China	Vermiculite	South Africa, China
Kyanite	South Africa	Zirconium	Australia, South Africa

## 2010 U.S. NET IMPORT RELIANCE FOR SELECTED NONFUEL MINERAL MATERIALS



from USGS Mineral Commodity Summaries



# Review of Current Stockpiling Strategies

- Reviews of U.S. stockpiling strategies began in 2006
  - A working group was convened in Jan. 2008 by Deputy Undersecretary of Defense for Industrial Policy.
  - Working group included representation from each of the military services, DoD Joint Staff, Department of Commerce, U.S. Geological Survey, and Defense Contract Management Agency.
- **Conclusion: Transform NDS into the Strategic Materials Security Program (SMSP)**



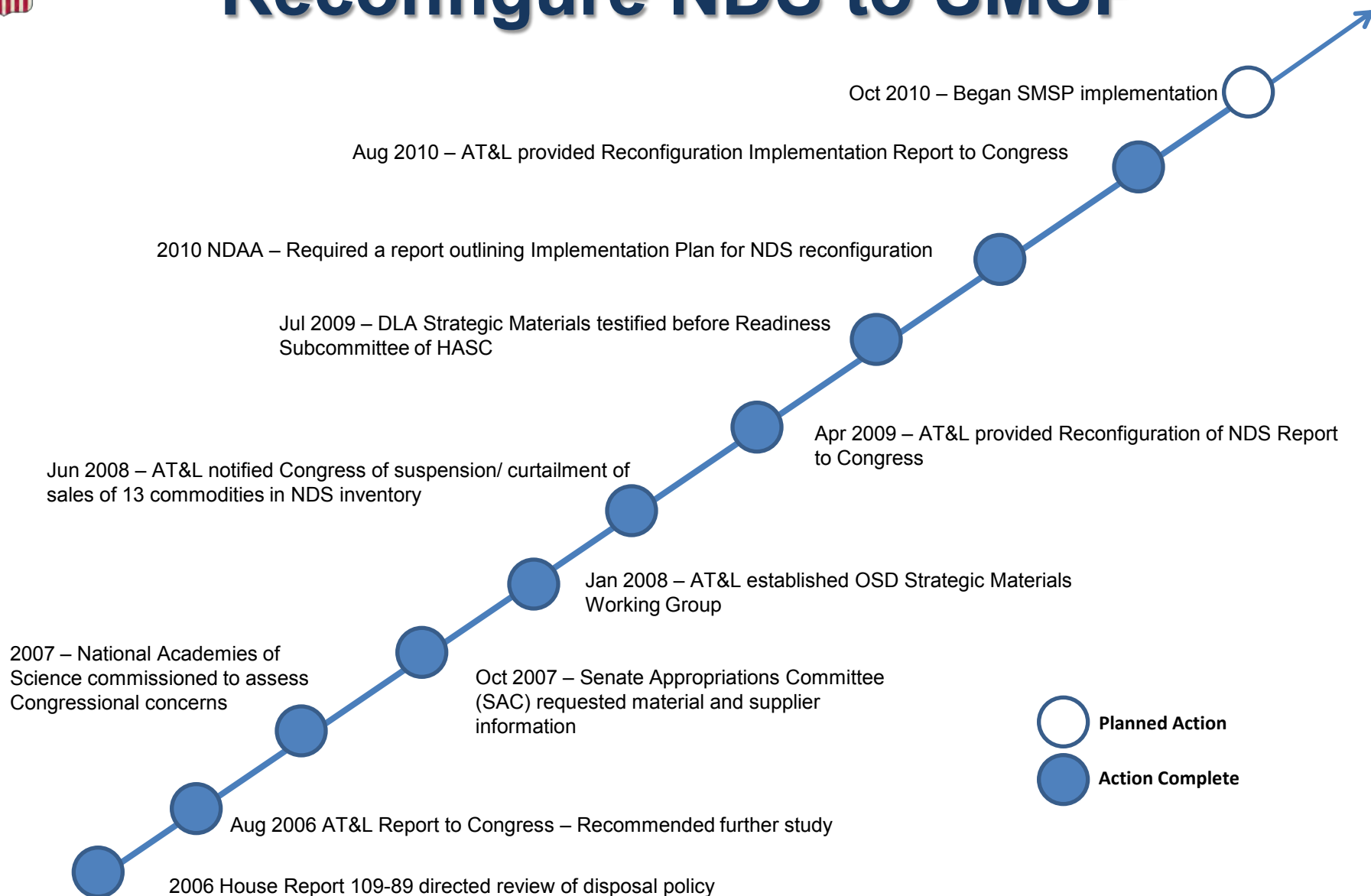


## Reconfiguration Under Way

- Reconfiguration Report submitted to Congress, April 2009
- Initiatives being implemented and/or considered are:
  - Grant the SMSP broad programmatic flexibility
  - Modify the current policy to dispose of materials in the NDS
  - Enhance the acquisition authority to employ risk mitigation strategies
- House Armed Services Committee hearing held in July 2009.
- Implementation plan was submitted and accepted in 2010.
- A legislative package has been prepared and is in review.



# Reconfigure NDS to SMSP





# Mission of DLA Strategic Materials

- Manage and administer the SMSP
  - Legislative Proposal has been prepared and is currently in coordination
- Surveil global marketplace and analyze geopolitical issues for impact on availability of materials
- Evaluate the impact of the technological changes relative to material needs
- Conduct material risk assessments
- Identify and recommend appropriate risk mitigation strategies and determine most effective procurement approach and timing for entering the markets
- Conduct material expertise and acquisition support



# DLA Strategic Materials' Expanded Mission

- Moving from traditional stockpiling to acquisition support and S&C expertise
- Performing commodity/specialty metal risk assessments and developing risk mitigation strategies
- Assessing global marketplace and analyzing geopolitical issues for impact on availability of materials
- Continuing to collect data and market intelligence
  - On individual elements
  - On downstream manufacturing into metals, alloys, and semi-fabricated products
- Establishing relationships with key military material experts
- Consolidating DoD material requirements



## Example of Expanded Mission at Work

- Working with U.S. Army Armament Research, Development and Engineering (ARDEC) to support their Titanium and other S&C material requirements
- Collaborating with Tinker Air Force Base on a super alloy recovery program for Rhenium and other alloys of interest
- Exploring U.S. Air Force and National Reconnaissance Office (NRO) concerns over wafer production





# Addressing Rare Earths Elements

- Rare earths are a family of 17 elements

Element #	Name	Element #	Name
21	<a href="#"><u>Scandium</u></a>	64	<a href="#"><u>Gadolinium</u></a>
39	<a href="#"><u>Yttrium</u></a>	65	<a href="#"><u>Terbium</u></a>
57	<a href="#"><u>Lanthanum</u></a>	66	<a href="#"><u>Dysprosium</u></a>
58	<a href="#"><u>Cerium</u></a>	67	<a href="#"><u>Holmium</u></a>
59	<a href="#"><u>Praseodymium</u></a>	68	<a href="#"><u>Erbium</u></a>
60	<a href="#"><u>Neodymium</u></a>	69	<a href="#"><u>Thulium</u></a>
61	<a href="#"><u>Promethium</u></a>	70	<a href="#"><u>Ytterbium</u></a>
62	<a href="#"><u>Samarium</u></a>	71	<a href="#"><u>Lutetium</u></a>
63	<a href="#"><u>Europium</u></a>		

- Used in numerous defense applications such as missile defense, laser weapons and electronic warfare
- Susceptible to supply disruption; not easily substituted
- 7 of the 17 elements are identified as shortfall materials in our FY11 Requirements Report
- Considerable Congressional interest



# What's Next?

- Performing risk assessments
- Exploring risk mitigation strategies for select at-risk materials
- Working to re-acquire and expand material expertise (in house)
- Proposing changes to Stockpiling Act
  - Significantly shorten material response timeframes



# Additional Actions

- Serving as DoD Lead Office on 2011 NDAA Sec. 843 rare earth report to Congress
- Expanding Outreach
  - Departments of Energy, Interior, State and Commerce, US Geological Survey (USGS)
  - Canada, Japan (JOGMEC) and South Korean Stockpile
  - National Aeronautics and Space Administration (NASA)
  - United States Army Armament Research, Development and Engineering Center (ARDEC)
  - Yale University, Penn State University, National Academies of Sciences

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT SUPPORT LOGISTICS AGENCY







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## **DOD EMAIL 2011 DLA Industry Conference**

Ms. Shelia Rayburn  
June 2011





# Agenda

- Mission Statement
- Facts
- FY11 Sales
- Features
- How DOD EMALL Supports the Warfighter
- How to Become a Supplier
- Benefits
- Catalog Data Quality
- Contact Information



# Mission Statement

To provide the Department of Defense (DOD), federal, state, and local agency customer's a world class ecommerce, enterprise wide, web-based solution for one-stop shopping, searching, ordering and shipment status.



# Facts

- Small Business Friendly
  - Over 1,400 commercial vendor catalogs hosted on DOD EMALL
    - Over 1,000 of those are Small Business Administration (SBA) designated
- DOD EMALL Users
  - 1,500,000 hits to the site a week
  - Users are DOD (Services, National Guard, Reserves, Federal, State, and local agencies)



# Facts (cont.)

- Customers
  - 34,114 active users (15,039 orderers)
    - Communications with customers via
      - Website messages, email
  - Training offered for customers
    - PowerPoint tutorials on the website, DLA site training, PMO site training, CD



# Facts (cont.)

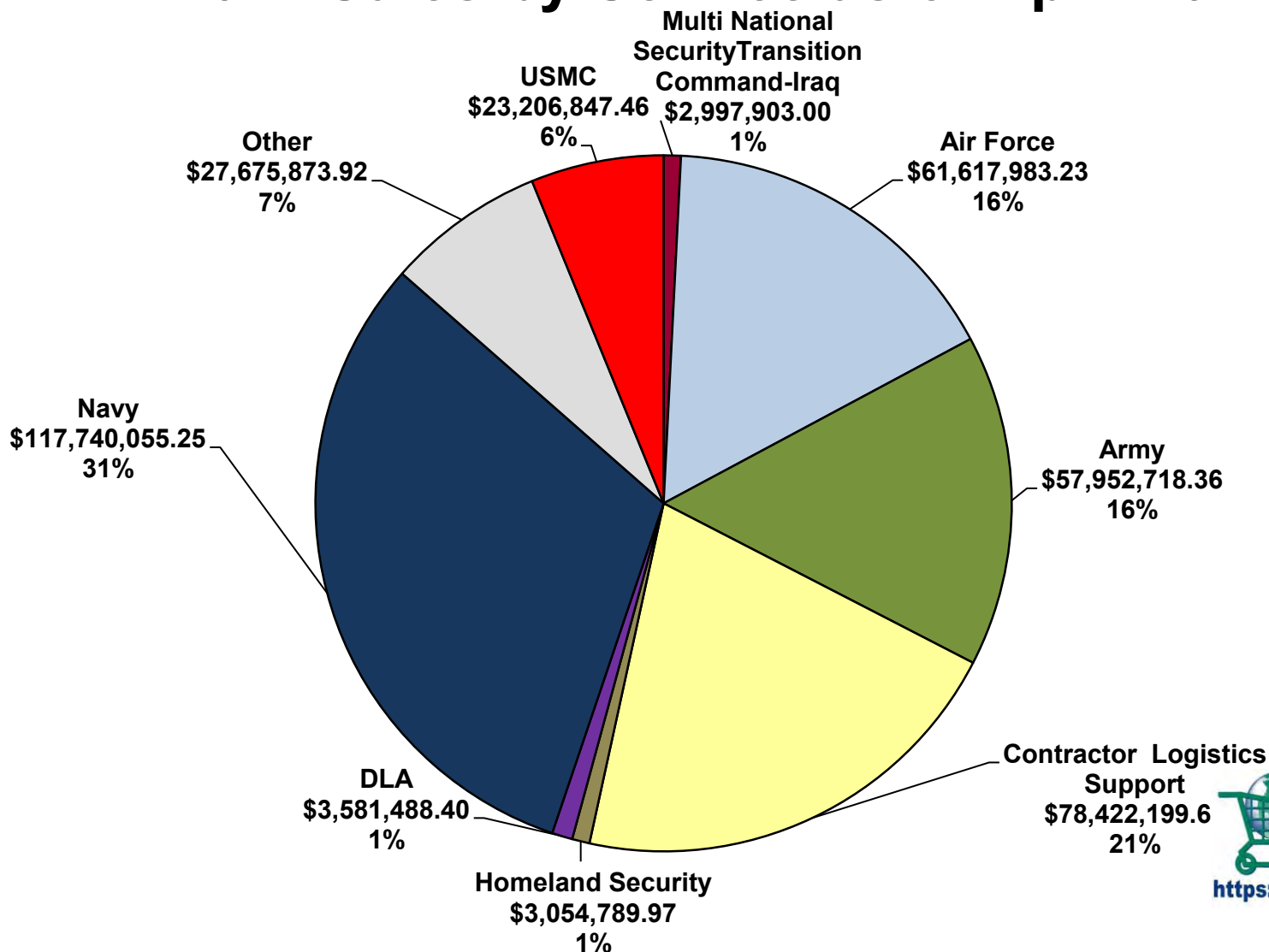
- Content
  - 39M+ items
    - 5M+ Defense Logistics Agency (DLA) / General Services Administration (GSA), National Stock Numbers (NSN)
    - 34M+ commercial items (includes Long Term Agreements (LTA))
      - 441K+ “Green” items
    - Item totals come from over 1,400 commercial vendor catalogs





# Facts (cont.)

## FY 2011 Sales by Service as of April 2011





# Features

- Provides the most robust internet ordering solution offered to the federal government today
- The DOD EMALL solution set includes:
  - Broadest possible range of supplies and services from Defense Logistics Agency (DLA) and General Services Administration (GSA) sources
  - Supports contracts from all services
  - Advanced search capabilities
  - Specialty stores
  - Detailed item descriptions
  - Payment/Shipping options
  - 24/7 Help Desk 1-877-DLA-CALL





# How We Support the Warfighter

## ➤ YouTube - DOD EMAIL





# How to Become a Supplier

- Obtain a government contract. Consult your local Procurement Technical Assistance Center (PTAC) at: <http://www.dla.mil/db/procurem.htm> to learn about contracting opportunities and how to register with Central Contracting Registration (CCR)
- Once a government contract is obtained, vendors may send an email to [email.vendors@dlamail.mil](mailto:email.vendors@dlamail.mil) and provide company name, contract number, Cage Code, DUNS # and Point of Contact (POC) data that includes a phone number and email address
- You will then be assigned a Supplier Account Manager (SAM) to provide you with further guidance



# How to Become a Supplier (cont.)

- Your SAM will send out the following information:
  - Supplier Worksheet
    - A one page form asking for basic information about the company
  - Information on how to receive your orders
    - The SAM will send information on the various ways a company can be set up to receive orders
      - Pretty Good Privacy (PGP), Electronic Data Interface (EDI), Commerce eXtensible Markup Language (cXML)





# How to Become a Supplier (cont.)

- Catalog template
  - An Excel document created for suppliers to list the items they intend to sell on DOD EMALL
    - Contains nine mandatory data elements for suppliers to complete
      - Vendor Part Number - internal reference number, can be the same as Other Equivalent Manufacturers (OEM) part number
      - Product Name - clear unabbreviated item name
      - Product Description - detailed information about the product
      - Price – Free on Board (FOB) destination
      - Unit of Issue - DLA standard unit of issue codes
      - Quantity Per Unit of Issue - items per unit of issue
      - Manufacturer name
      - Manufacturer part number
      - Days After Receipt of Order (ARO)



# How to Become a Supplier (cont.)



EMS Safety Services, Inc.

1046 Calle Recodo, Ste K

San Clemente, CA 92673

Phone: (800) 215-9555

Fax: (949) 388-2776

**EMS Safety Services** providing quality CPR, First Aid, and AED Certification Programs for over 15 years. Our goal is to earn your confidence in the quality of our safety training and first aid products, and keep you as a delighted Customer. Think of us as your one-stop resource for emergency response training and products:

- OSHA-Compliant Training Programs:
  - CPR
  - AED
  - First Aid
  - Bloodborne Pathogens
  - Oxygen Administration
  - Professional Rescuer

With EMS Safety, you don't sacrifice quality for value.

<http://shop.emssafetyservices.com/>

EMS Safety Services, Inc.

1046 Calle Recodo, Ste K

San Clemente, CA 92673

Phone: (800) 215-9555

Fax: (949) 388-2776

Contract #: GS02F0122S

Cage: 3HZ25

DUNS #: 878854504

<http://shop.emssafetyservices.com/>



# Benefits

- Government wide visibility of company and products
- DOD EMALL logo can be used to promote the business
- Benefits small, large, minority owned, veteran and woman owned businesses
- Multiple payment options
  - Government Purchase Card (GPC)
  - Military Standard Requisitioning & Issue Procedures (MILSTRIP) and Federal Standard Requisitioning & Issue Procedures (FEDSTRIP)
  - Corporate credit cards for government contractors.



## Benefits (cont.)

- AbilityOne, SBA, and “green” products identified or highlighted
- Quick and easy search by
  - National Stock Number (NSN)
  - Products name
  - Catalog or manufacturer part number
  - Keyword
  - Product characteristics



# Catalog Data Quality

- What does data quality mean to customers
  - Customer expectations are difficult to control and impossible to turn off.
  - Avoid misunderstandings
  - Avoid misrepresentation
  - Avoid frustration
  - Avoid lost customer loyalty
  - Avoid costly returns
- What does data quality mean to you
  - Customer satisfaction
  - Customer loyalty
  - Avoid costly returns
  - Greatest positive impact to your profits





# Catalog Data Quality (Poor)

## Item Detail



### Current Cart Controls

Add Qty to cart:

Add

### Media / Specs / Resources

[View Similar Items](#)

## Standard Attributes

Product Name	TONER,TNR CTG,BK	
Item Description	UNV0035 TONER,TNR CTG,BK	
Item Expanded Description	UNV0035 TONER,TNR CTG,BK	
Price	0.0-Infinity	\$47.00
Unit of Issue	EA	
Quantity Per Unit of Issue (QUP)	1	
Supplier	<a href="#">Able Inc.</a>	
National Stock Number (NSN)		
Catalog Number/CLIN	UNV0035	
Manufacturer	UNVSL	
Mfr. Part Number	UNV0035	



# Catalog Data Quality (Preferred)

**Item Detail**



**Current Cart Controls**  
**Add Qty to cart:**  
 **Add**

**Media / Specs / Resources**  
[ABFTC1182 BOOK,RECEIPT,MONEY/RENT](#)  
[View Similar Items](#)

**Standard Attributes**

<b>Product Name</b>	ABFTC1182 BOOK,RECEIPT,MONEY/RENT
<b>Item Description</b>	ABFTC1182 ** Consecutively numbered spiral receipt books let you record all transactions. Convenient check boxes create space to indicate purpose of payment. Duplicates: white and canary. Triplicates: white, canary and pink., Rent Receipt Book,Bound,Trip,2-3/4"x7-5/8",100-Sheet,Black, Rent Receipt;Bound;Trip;2-3/4"x7-5/8";100-Sht;BK 306647 162354 P3TC1182 306647,Adams Business Forms,Forms,Receipt Forms,Books,Spiral,Consecutively Numbered,Wirebound
<b>Item Expanded Description</b>	ABFTC1182 ** Consecutively numbered spiral receipt books let you record all transactions. Convenient check boxes create space to indicate purpose of payment. Duplicates: white and canary. Triplicates: white, canary and pink., Rent Receipt Book,Bound,Trip,2-3/4"x7-5/8",100-Sheet,Black, Rent Receipt;Bound;Trip;2-3/4"x7-5/8";100-Sht;BK 306647 162354 P3TC1182 306647,Adams Business Forms,Forms,Receipt Forms,Books,Spiral,Consecutively Numbered,Wirebound
<b>Price</b>	0.0-Infinity \$5.93
<b>Unit of Issue</b>	EA
<b>Quantity Per Unit of Issue (QUP)</b>	1
<b>Supplier</b>	<a href="#">Metro Office Products</a>
<b>National Stock Number (NSN)</b>	
<b>Catalog Number/CLIN</b>	ABFTC1182
<b>Manufacturer</b>	CARDINAL BRANDS INC
<b>Mfr. Part Number</b>	ABFTC1182
<b>Contract Number</b>	W911SE04A0022
<b>Days ARO</b>	1



# Contact Information

- **DOD EMALL customer service**
  - **1-877-352-2255**
- **Outside continental U.S.**
  - **1-269-961-7766/DSN 661-7766**
- **E-mail**
  - **email.vendors@dla.mil**



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

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## Preventing Fraud, Waste, and Abuse in Government Contracting

Susan Williams, DLA Headquarters  
Normand Lussier, DLA General Counsel  
Noël Woodward, DLA General Counsel  
June 27-30, 2011





# Agenda

- What is Fraud, Waste, and Abuse?
- Trends in fraud, waste, and abuse
- Getting Better Buying Power for Warfighter and Taxpayer
- Government and Industry Wide Interest in Preventing Counterfeit and Fraud
- DLA legal findings



# Fraud, Waste, and Abuse...What is it?





# What is Fraud?



- Simply – fraud is a false representation about a material fact.
- Intentionally misrepresenting the costs of good or services provided.
- An individual, a benefit, privilege, allowance, or consideration to which he/she is not entitled.



# What is Waste

- It is the extravagant, careless, or needless expenditure of Government funds, or the consumption of Government property, that results from deficient practices, systems, controls, or decisions.
- The term also includes improper practices not involving prosecutable fraud.





# What is Abuse?

- It is the intentional or improper use of Government resources.
- Examples include misuse of money, equipment, supplies and/or materials.
- Receipts of favors for awarding contracts to vendors







# Trends in Fraud, Waste, and Abuse

- Exponential increase in Risk
- Huge economic losses for trading partners
- “Perfect storm” for counterfeiters
  - Poor economy has led to lagging production capacity due to lack of capital investment
  - OEMs/CMs are unable to support demand due to decreased availability of components, leading to increased use of open market
  - The result: New markets & increased profitability for counterfeiters



# Getting Better Buying Power for Warfighter and Taxpayer



- FAPIIS ~ Federal Awardee Performance and Integrity Information System
  - CPARS
  - PPIRS
  - **FAR Provisions** regarding contractor performance; defective cost or pricing data; t4c or t4d; past performance shall be evaluated; PPIRS/FAPIIS shall be used to support responsibility determinations; contractor certification, information, and updates
    - 42.1502; 42.1503; 15.304; 9.104; 9.105; 36.303-1, 36.602; 52.209-5, 7, and 9



# Government and Industry Wide Interest in Preventing Counterfeit and Fraud

- DOD Anti Counterfeiting Working Group
- US Government Inter-Agency Anti-Counterfeiting Working Group
- AIA Special Report ~Counterfeit Parts: Increasing Awareness and Developing Countermeasures, March 2011
- GAO Report: *Defense Supplier Base: DoD Should Leverage Ongoing Initiatives in Developing Its Program to Mitigate Risk of Counterfeit Parts*
- SASC Investigative Staff investigation of DoD counterfeit electronic problem



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #1** - Establish procedures for program managers to identify items at risk for counterfeiting or requiring authentication of legitimacy. These procedures will, to the greatest extent practicable, utilize current industry standards.



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #2** - Examine whether regulations are needed to require suppliers to take stronger anti-counterfeiting measures.





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #3** - Examine when and how product and packaging traceability, reporting and marking processes can be used by prime contractors, their suppliers, federal government personnel and potentially other customers to confirm production authority by the original manufacturer of at-risk items.



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #4 -**  
Examine  
government/industry  
evaluation capabilities  
and determine whether  
improvement is  
needed.





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #5** - Establish an anti-counterfeiting Training and outreach strategy for the Federal workplace.



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #6 -**  
Examine whether additional measures are needed to protect the rights and interests of the U.S., recoup costs and prosecute offenders.





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- Department-Wide
  - Publish counterfeit materiel policy in 2<sup>nd</sup> Quarter FY2011
  - Expand awareness training (annual mandatory course)
  - Establish counterfeit center of excellence (analysis, metrics, trend reporting)
  - Develop / implement modifications to data exchange/reporting system (GIDEP)
- Defense Logistics Agency
- Military Services





# **AIA Special Report ~ Counterfeit Parts: Increasing Awareness and Developing Countermeasures**

- Procurement/Supplier Selection
- Suspected Counterfeit Part Reporting
- Counterfeit Part Disposition
- Component Obsolescence
- Counterfeit Parts Control Plan
- Standards for Mechanical Parts and Materials
- Training
- Duties of Importers
- Disposal of Electronic Waste



# Industry Participation Counterfeit Prevention

- Continuance of industry working groups
- Dissemination of best practices
- GIDEP participation and reporting
- Participation in voluntary standards bodies
- Vetting and assessment of suppliers





# DLA Legal Findings

## Associate General Counsel Business Integrity





# Suspension and Debarment Process Overview

- PLFA recommendations submitted to DLA Suspension and Debarment Official for Suspension or Debarment under FAR 9.406.
- Recommendations are made by the Contracting Officer
- Forwarded by the PLFA director/commander and include supporting evidence.



# Suspension and Debarment Process Overview

- SDO (DLA Deputy General Counsel) reviews the recommendation and takes action.
- Options include:
  - Notice of Suspension letter
  - Notice of Proposed Debarment letter
  - Show Cause letter
  - Return recommendation to PLFA for clarification/more information
  - Decline to take action





# Suspension and Debarment Process Overview

- Parties who receive a Suspension or Proposed Debarment letter are
  - Listed on the Excluded Parties List System (EPLS) and
  - Ineligible to receive new awards of Government contracts or grants.



# Causes for Suspension or Debarment

- Suspensions are supported by the commission of fraud or a Criminal offense.
- Debarments are supported by a conviction of or civil judgment for a list of reasons.
- DLA uses as a cause the provisions that allows debarment for
  - History of unsatisfactory performance or
  - Failure to perform on one or more Government contracts.



# DoD Suspension and Debarment Statistics for FY2010

## DLA FY2010 Statistics:

Suspensions	139
Proposed Debarments	166
Debarments	131
Total Actions:	436 (FY2009 342)

## Army FY2010 Statistics:

Suspensions	133
Proposed Debarments	170
Debarments	125
Total Actions:	428 (FY2009 363)

## Navy FY2010 Statistics:

Suspensions	25
Proposed Debarments	78
Debarments	38
Total Actions:	141 (FY2009 95)

## Air Force FY2010 Statistics:

Suspensions	83
Proposed Debarments	159
Debarments	111
Total Actions:	353 (FY2009 222)



# Reviews and Audits

- GAO
  - GAO Review of Agency Suspension and Debarment Programs, June 2011
  - GAO Review of DLA Contractor Ineligibility Process, GAO Engagement Code 350949, initiated November 28, 2006. Terminated April 3, 2007.
  - GAO Report, “Excluded Parties List System: Suspended and Debarred Businesses and Individuals Improperly Receive Federal Funds,” GAO-09-174, February 2009.



# Reviews and Audits

- DODIG
  - Project No. D210-D000CG-0177.000,  
“Additional Actions Can Further Improve the  
DoD Suspension and Debarment Process.”





# What Should You do if You Suspect Fraudulent Activity, Waste, or Abuse

**Abuse of authority, mismanagement,  
Fraud, & Waste Department of  
Defense**

**[hotline@dodig.mil](mailto:hotline@dodig.mil)**  
**[www.dodig.mil/hotline](http://www.dodig.mil/hotline)**

**Fraud, Waste, & Abuse Hotline: 1-800-424-9098**



# Conclusion

- Questions or Discussion?

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# **AbilityOne Program Update for DLA Industry Conference and Exhibition**

**June 2011**



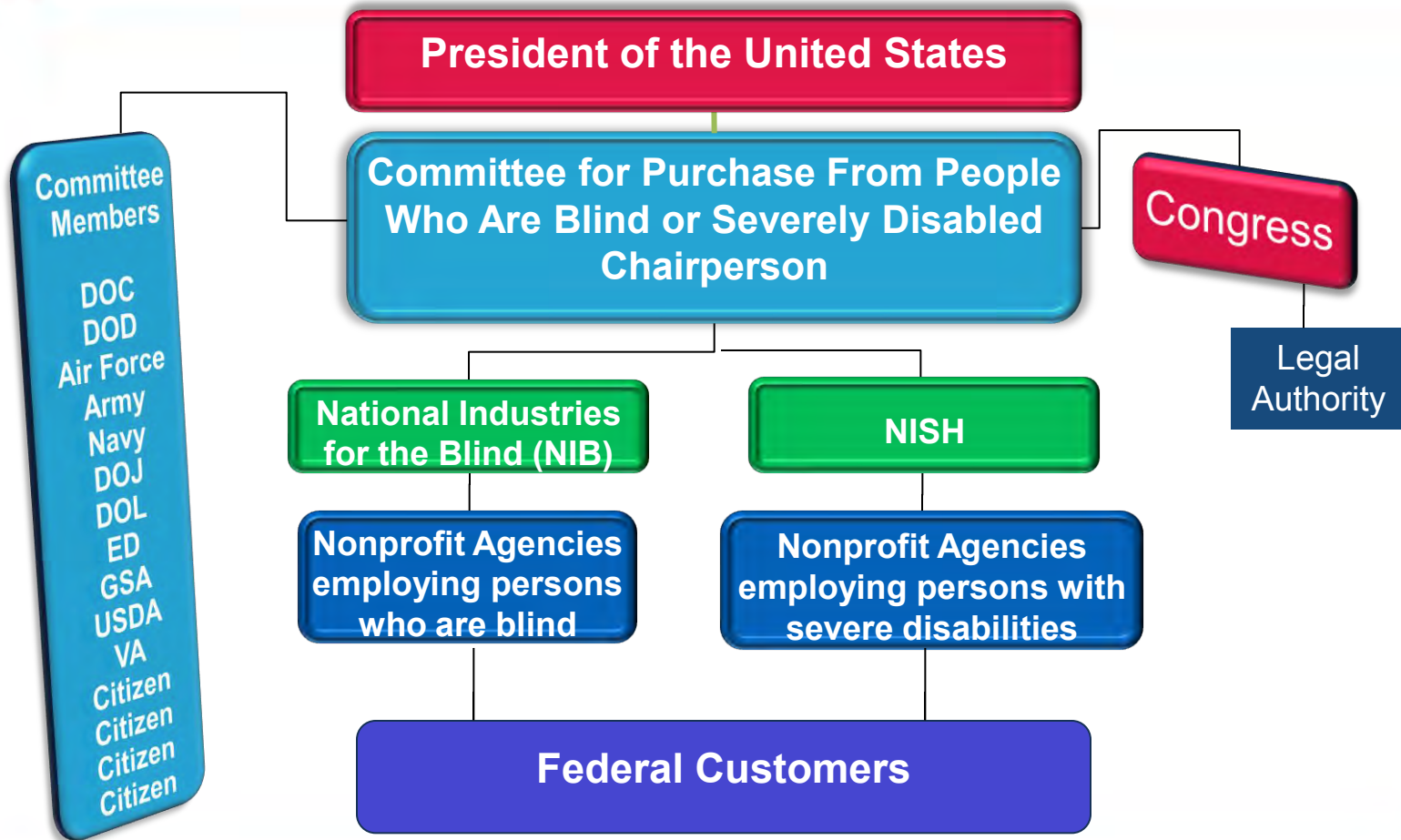
**Kevin A. Lynch**  
**President and Chief Executive Officer**  
**National Industries for the Blind**

# Agenda

- AbilityOne Program News
- DoD and the AbilityOne Program
- Key Business Lines
- AbilityOne Program and Small Business
- Wounded Warrior Initiatives
- AbilityOne Program Support for DLA



# AbilityOne Program



# Presidential Appointees



**Andrew Houghton**  
Chairperson



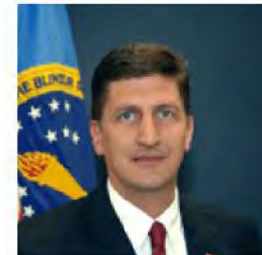
**James Omvig**  
Vice Chairperson



**Robert Kelly, Jr.**  
Private Citizen



**James Kesteloot**  
Private Citizen



**Paul Laird**  
Dept. of Justice



**P. Edward Anthony**  
Dept. of Education



**J. Anthony Poleo**  
Dept. of Defense



**RADM Michael Lyden**  
Dept. of the Navy



**Pamela Schwenke**  
Dept. of the Air Force



**Helen Hurcomb**  
Dept. of Commerce



**Kathy Martinez**  
Dept. of Labor



*Vacant*



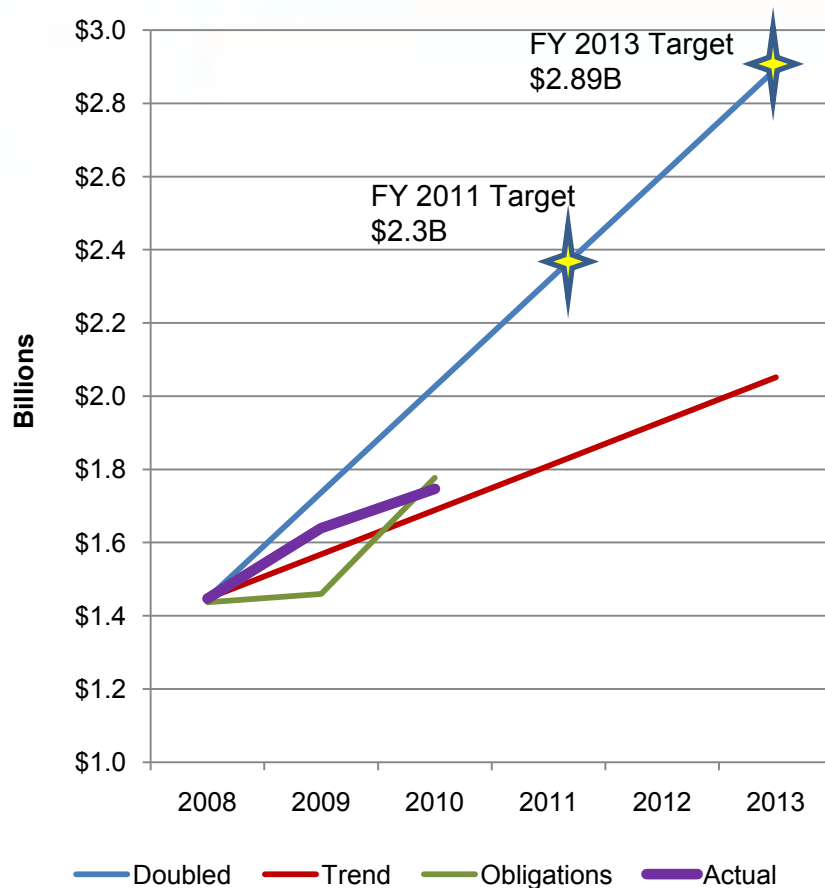
# Thinking in a New Way – Just In!



- Trademark
  - Committee. . . . . *The U.S. AbilityOne Commission*
  - NIB and NISH . . . *An AbilityOne Authorized Enterprise*
  - Nonprofit Agency. *An AbilityOne Authorized Provider*
  - Partner. . . . . *An AbilityOne Authorized Partner*
  - Distributor . . . . . *An AbilityOne Authorized Distributor*
- Mission Driven – Data Focused



# Doubling DoD Business



- FY 2010: 1,385.5 Work Years Added
  - 643.4 in Services
  - 742.1 in Products
  - 74.3% of all FY 2010 Additions
- Job Creation Targets
  - 50,000



# FY 2010 Performance Results

	FY 2010 Result	% Change
Hours	48,049,751	5.26%
People	47,427	3.25%
Wages	\$528,324,902	6.97%
Promotions	1,069	2.69%
Placements	2,189	-4.37%
Sales	\$2,839,630,702	6.39%

**FY 2010 Procurement List Additions Created 1,800+ New Jobs**





# DoD – Impact on Disability Employment

	2009	2010
Full Time Equivalent (FTE) Jobs Created	1,107.28	1,865.49
DoD FTE Jobs Created	820	1,385.51

74%

2008	2009	2010
333	820	1,385

145%

68%

# DoD AbilityOne Sales Results

Components	2008 AbilityOne Sales	2009 AbilityOne Sales	2010 AbilityOne Sales
Army	\$275,598,361	\$322,459,797	\$399,137,705
DLA	\$494,343,726	\$645,695,918	\$619,653,170
Air Force	\$250,823,983	\$242,395,721	\$275,646,622
Navy	\$297,119,760	\$296,068,916	\$308,568,459
DECA	\$104,512,336	\$110,658,714	\$110,156,646
OMAs	\$24,542,704	\$21,689,933	\$33,724,665
DoD Total	\$1,446,940,870	\$1,638,968,999	\$1,746,887,267

*AbilityOne Nonprofit Invoices as of 31 December 2010*



# Top 15 MACOMs Supporting AbilityOne

* DLA Troop Support	\$460,106,252
Army Materiel Command	\$457,646,444
Naval Supply Systems Command	\$150,626,275
Marine Corps	\$101,772,028
Defense Commissary Agency	\$96,858,958
Air Mobility Command	\$61,416,492
Air Education and Training Command	\$51,376,414
Air Force Materiel Command	\$50,177,067
Air Combat Command	\$43,577,631
Naval Facilities Engineering Command	\$42,734,581
Air Force Space Command	\$33,740,765
Air Force District of Washington	\$21,846,842
* DLA Contracting Services Office	\$17,352,238
Air Force Reserve Command	\$14,655,790
Army Corps of Engineers	\$14,249,580

*\* FPDS-NG Data provided by OSD - April 2011*



# AbilityOne Key Business Lines

- Office Products – “Green”
- Janitorial/Sanitation Products – “Green”
- Medical Products
- Textiles/Clothing
- Maintenance, Repair and Operations Products
- Healthcare Environmental Services
- Contact Center Management
- Contract Management Support
- Fleet Management Services
- On-Demand Parts Machining
- Total Facilities Management
- Document Management Services



# What Is Contract Management Support (CMS)?

- ❑ Create a win-win partnership between the AbilityOne Program and DoD designed to help address the contracting community workplace needs.
- ❑ This partnership provides non-inherently governmental contract management support for contract closeout while creating career oriented, upwardly mobile employment for people who are blind or people with severe disabilities.





# IDIQ Contract

## ☐ DoD-Wide Contract Accessible by all:

- ✓ IDIQ Contract Term: 5 years (base/4 one-year options)
- ✓ FFP Performance Based
- ✓ NIB functions as Prime: Subcontracts to AbilityOne nonprofit agencies
- ✓ IDIQ Task Orders issued from menu of services
- ✓ Decentralized Ordering

## ☐ Menu of Services:

- ✓ Government-Site/Contractor-Site Facilities
- ✓ Contract Closeout...*Ready-to-Close Contracts*
  - Modifications/De-obligations prepared and distributed
- ✓ Digital Imaging
- ✓ Document Destruction



# Current Task Orders

## ☐ **Mission and Installation Contracting Command (Army)**

✓ 8 task orders: 16,620 contracts

## ☐ **National Capital Region Contracting Command (Army)**

✓ 1 task order: 500 contracts

## ☐ **COMFISC, Navy**

✓ 1 task order: On-site level of effort

## ☐ **Washington Headquarters Service (WHS)**

✓ 1 task order: 2,700 contracts

## ☐ **Defense Logistics Agency Contracting Services (DCSO)**

✓ 1 task order: 1,209 contracts



# What we've done so far...

## September 2010 – April 2011

	Off-Site	On-Site	Total
Contracts Received:	15,613	1,801	17,414
In Process:	7,682	900	8,582
Contracts Sent to KO for Signature:*	7,931	901	8,832
Pending De-obligations:	\$7,778,491	\$166,747	\$7,945,238
Total De-obligations through Procurement System:	\$49,503	\$0	\$49,502
Contracts Closed in Procurement System:	2,469	596	3,065
Images Scanned:	395,326	0	395,326
Contracts/Task Orders Destroyed:	158	0	158
Modification Sent to KO for Signature:	482	18	500
Stored for Destruction:	833	0	833





# Contact Information

**CMS Hotline: 1-866-573-3748**

**NIB Services Email: [Services@NIB.org](mailto:Services@NIB.org)**

**NIB: [www.nib.org](http://www.nib.org)**

**John Qua**

**Vice President, Services**

**Email: [jqua@nib.org](mailto:jqua@nib.org)**

**Phone: 703-310-0371**



# AbilityOne Program Facts



is a  
**Big Supporter of Small Business!**

***Follow the Money*** 

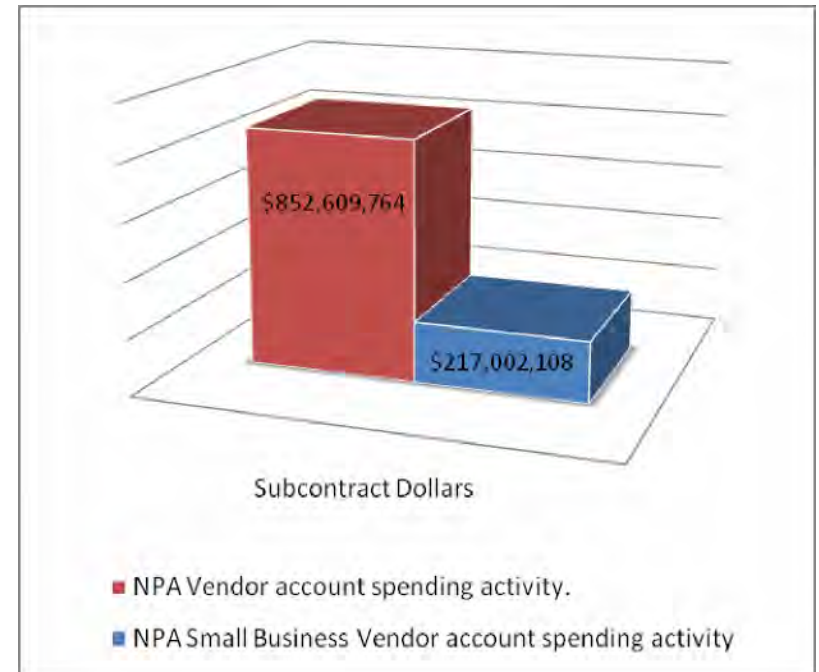


# AbilityOne Program and Small Business

## *Reciprocal Relationships at the Local Level*

How Nonprofit Agencies (NPAs) and small businesses work together:

- Subcontracts and purchasing
  - Over \$217M to SBs in FY10
- Source of trained employees/  
source of placements
  - Share technical expertise
    - Manufacturing, innovation
  - ADA compliance, adaptive technology

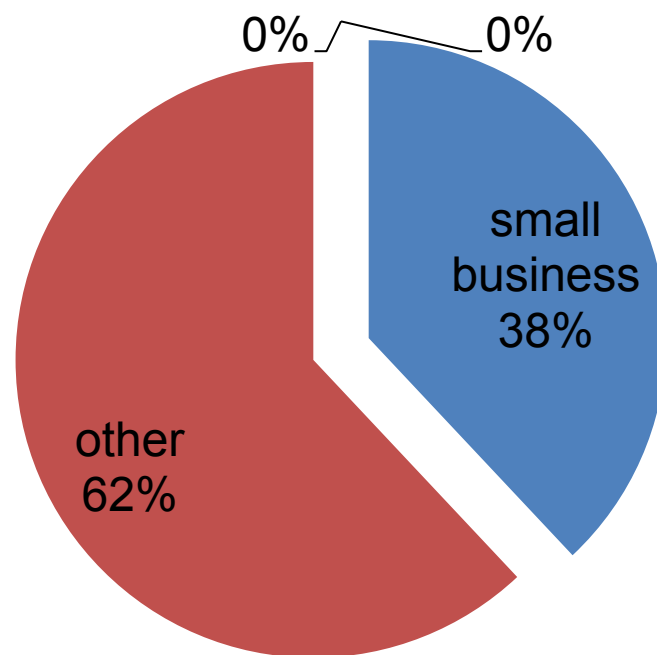


AbilityOne NPAs surveyed spent 25% of subcontract dollars with small businesses in FY 2010.

## More to Come . . . .

# NIB Agencies Buy From Small Business

- NIB Associated Agencies purchase more than 38 percent of all raw materials and components from small businesses, far surpassing the annual requirements that federal agencies target for the utilization of small businesses.

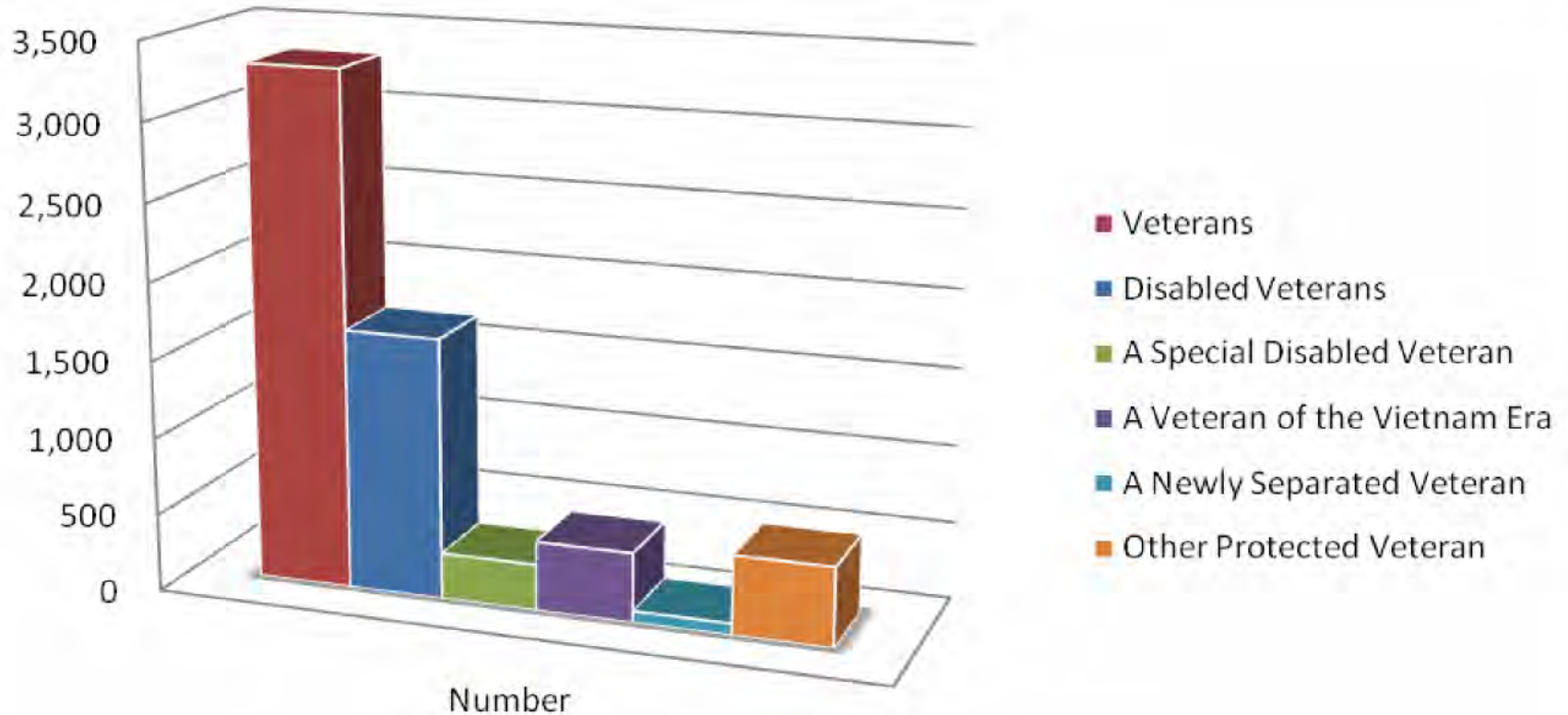


# Serving Wounded Warriors


- Provide employment and training for veterans and service-disabled veterans
  - ✓ Over 3,300 Vets in the AbilityOne Program today
  - ✓ Over 1,600 have significant disabilities
  - ✓ Leverage skills and aptitudes developed on active duty



# The AbilityOne Program and Veterans



# AbilityOne Program Support for DLA

- 
- DLA Land and Maritime (Columbus)
  - DLA Troop Support (Philadelphia)
  - DLA Aviation (Richmond)
  - DLA Distribution (multiple sites)





# AbilityOne Program Support for DLA

## DLA Land and Maritime (Columbus)

Perry Ling

Industries for the Blind – Milwaukee



# AbilityOne Program Support for DLA

## DLA Troop Support (Philadelphia)

Melissa Mathews

Knox County Association for Retarded Citizens



# AbilityOne Program Support for DLA

## DLA Aviation (Richmond)

Amy Butterfield

Arizona Industries for the Blind



# AbilityOne Program Support for DLA

## DLA Distribution

Stanley Parham

Georgia Industries for the Blind







**AbilityOne:** [www.abilityone.gov](http://www.abilityone.gov)

**NIB:** [www.nib.org](http://www.nib.org)

**NISH:** [www.nish.org](http://www.nish.org)

**AbilityOne Catalog:** [www.abilityonecatalog.com](http://www.abilityonecatalog.com)

**E-commerce:** [www.abilityone.com](http://www.abilityone.com)





# Achieving Effectiveness and Efficiency

30 June 2011

**Lou Kratz**  
**Vice President and Managing Director**  
**Logistics & Sustainment**  
**Corporate Engineering & Technology**

# Agenda



- **Key Issues**
- **Current DLA Partnerships**
- **Road Ahead**

# Key Issues



- **DLA leading end-to-end supply chain integration**
- **Delivering improved effectiveness and efficiency**
- **Further improvements achievable**

# Aircraft Tire Privatization



- **5-year FFP contract**
- **98% supply availability**
- **4 day logistic response time**





# Fleet Automotive Support Initiative



- **10-year FFP contract**
- **97.6% fill rate**
- **96% time definite delivery**
- **28% savings over prior costs**





# Industrial Prime Vendor



- **10-year FFP contract**

- **99.7% bin fill rate**



- **100% on-time delivery for spot buys**

# Road Ahead



- **Migrate repairables procurement to DLA under outcome based contracts**
- **Accelerate end-to-end supply chain partnering**
- **Industry expand DLA partnering for best value**

# ***Words of Wisdom***



**“The dogmas of the quiet past are inadequate to the stormy present. . . As our case is new, so we must think anew, and act anew. We must disenthrall ourselves, and then we shall save our country.”**





# Sustaining Warfighters While Reducing Costs

Mrs. Teresa McKay  
Director

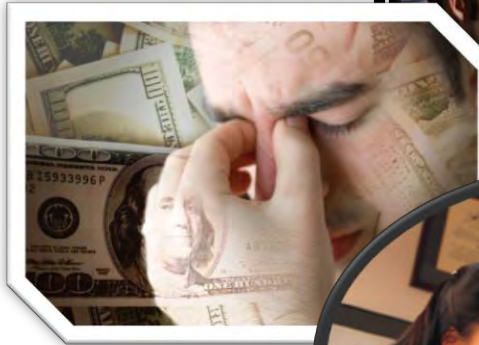
Defense Finance and Accounting Service  
June 29, 2011



# Our job is to support you!



## Customer Service



Identify and  
Implement  
Efficiencies



Collaborate and  
Facilitate



Reduce Costs  
and Risks

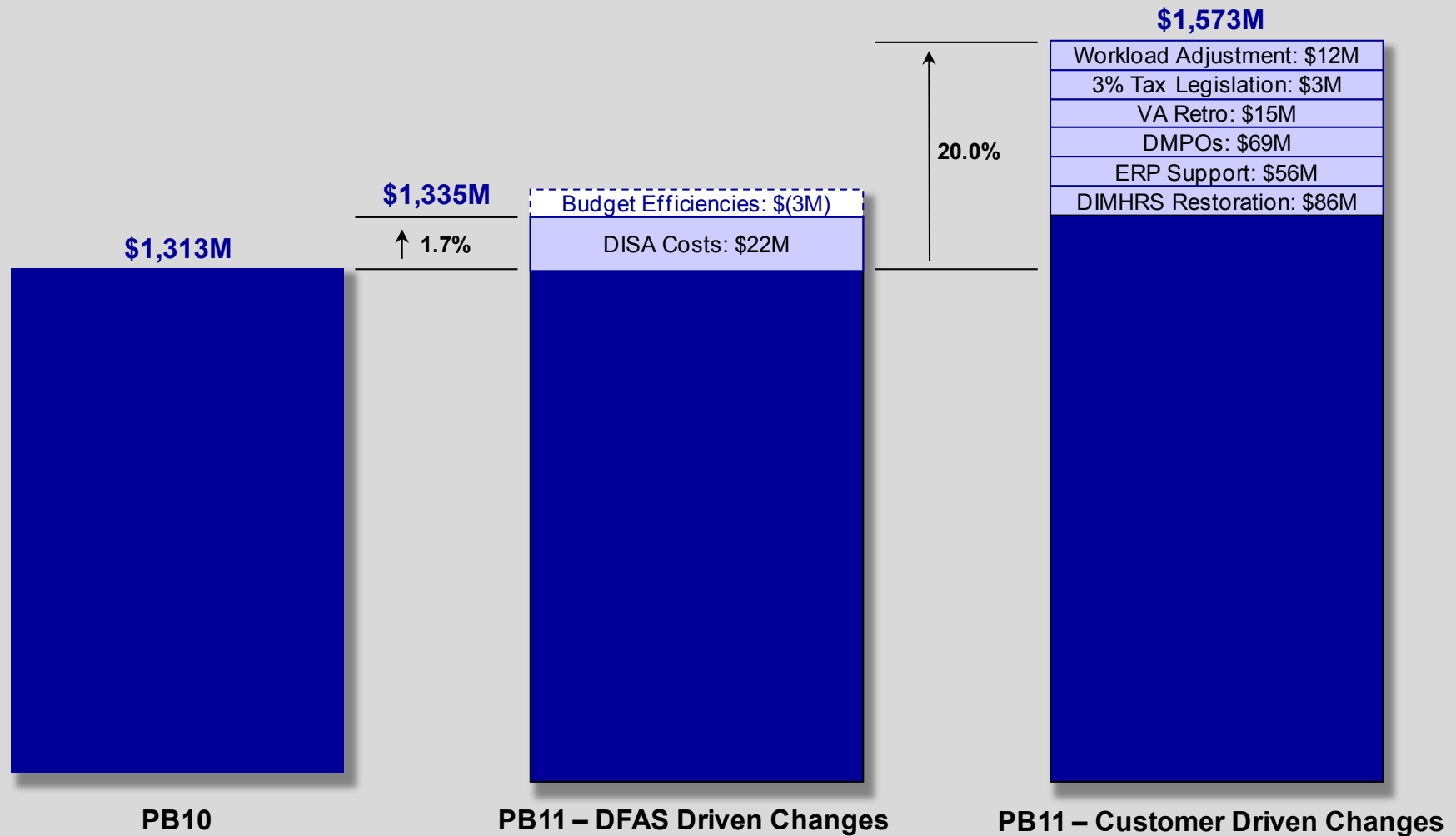


# FY12 Budget – PB10 to PB11 Position Change



## FY 2012 Budget Positions

Decreased Resources  
Increased Resources  
Baseline

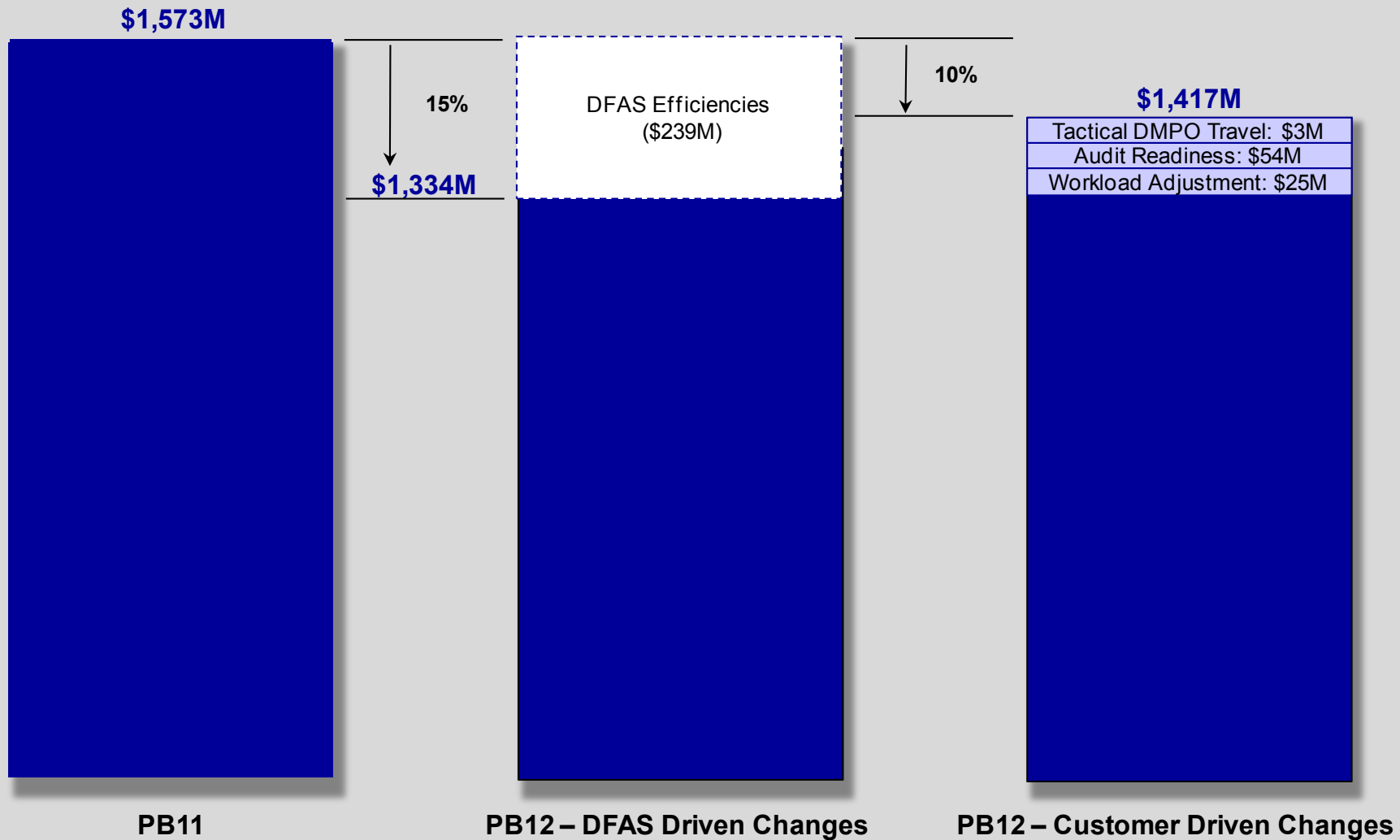


# FY12 Budget – PB11 to PB12 Position Change



## FY 2012 Budget Positions

Decreased Resources  
Increased Resources  
Baseline



# ERP Implementations to Reduce Legacy System Costs



## Legacy cost laid into PBR12

System	FOC	Legacy Requirements at FOC	Legacy Requirements 1st Year After FOC	%	Legacy Requirements 2nd Year After FOC	%	Legacy Requirements 3rd Year After FOC	%
LMP	2011	\$ 15,659	\$ 14,603	93.3%	\$ 14,603	93.3%	\$ 14,603	93.3%
GFEBs	2012	\$ 13,901	\$ 13,473	96.9%	\$ 13,046	93.8%	\$ 12,618	90.8%
NAVY ERP	2012	\$ 46,786	\$ 28,000	59.8%	\$ 25,661	54.8%	\$ 18,846	40.3%
DAI	2014	\$ 52,599	\$ 47,007	89.4%	\$ 47,007	89.4%	\$ 47,007	89.4%
ECSS	2014	\$ 37,222	\$ 7,272	19.5%	\$ 4,523	12.2%	\$ 3,125	8.4%
<b>EBS</b>	<b>2015</b>	<b>\$ 3,092</b>	<b>\$ 123</b>	<b>4.0%</b>	<b>\$ 79</b>	<b>2.5%</b>	<b>\$ 5</b>	<b>0.2%</b>
DEAMS	2017	\$ 50,492	\$ 18,185	36.0%	\$ 14,703	29.1%	\$ 11,328	22.4%
<b>TOTALS</b>		<b>\$ 219,751</b>	<b>\$ 128,663</b>	<b>58.5%</b>	<b>\$ 119,620</b>	<b>54.4%</b>	<b>\$ 107,532</b>	<b>48.9%</b>

FOC = full operating capability

Legacy costs are a factor of

- Retention of unconverted legacy data
- Omission of missing critical processing capabilities
- Omission of significant customer populations
- Uncertainty of out-year deployment

# Electronic Commerce Opportunities



- **Successes:**

- 98% of EBS payment transactions processed electronically
- 58% of Fuels payment transactions processed electronically (thru AVEDS and FAS)
- 54% of Contract Pay (thru MOCAS) invoices processed electronically
- 90% of DLA contracts in MOCAS interfaced electronically

- **Future Opportunities (FY12):**

- Improve contract modification interface to MOCAS (currently 13% electronic)
- Continue to convert from the legacy systems to EBS (Fuel conversion by FY14)
- Expand Fuel Card Programs
- Implement remaining 6 DLA and 10 DAPS PowerTrack sites for EBS





# Lean6 Projects Impacting DLA



## • COMPLETED

- ✓ Reduction of Data Storage Costs for DBMS
- ✓ Reduction of Hard Copy Checks
- ✓ EBS Undistributed Collection > 120 Days
- ✓ EBS Functional Access
- ✓ Reduce DAPS Unprocessed Collections

**\$10M in Savings to Date (FY11)**



## • UNDERWAY

- Reduce Interfund Rejects
- DLA Interest Reason Code 2 Process
- Fuels Contract Closeout Reconciliation
- AP Fuels Certification of Funds Project
- EBS Collections Inflow Process
- DLA MILSBILLS Adjustment/Credit Process
- Reduce Manual Reviews Within the Cert. Process
- Reduce IPAC Rejects (Preval)
- Reduce/Automate Check Collections
- Reduce Manual Posting Related to Undistributed Collections

# DFAS Audit Readiness Support Strategy



***Develop, implement, and staff DFAS organizations required to enable audit assertion and audit execution support for customers***

## Organizing to Support Our Customers

### **Establish Enterprise-wide Audit Readiness Office**

- Strategy
- Integration Across Customers & Sites

### **Establish Audit Readiness Teams at DFAS Sites**

- Business Function Focus
- Customer Specific Support

## Complete Pre-assertion Preparation

### **Processes**

- Process flows are current, complete and accurate
- Controls are tested and assessed
- Validate quality of reconciliations

### **Documentation**

- Audit-Ready Evidential Matter is readily accessible
- Tools are in place

### **DFAS Owned Systems**

- Adequately documented
- FISCAM compliant
- Can produce detailed transactions

## Collaborate with DLA

- Participate in 6 DLA BCTs
- Documented 33 Process Cycles
- Identified 809 Internal Controls
- Supported DLA Appropriations Received Assertion
- Developed Accounting Treatment for \$168M of \$173M in Unsupported Undistributed
- Perform Mock Evidential Pulls

**BAM****Business Activity Monitoring**

## A Practical Look at Winning the Fight Against Improper Payments

**“The start of a new era in the federal government’s long fight against improper payments began on November 20, 2009, when the president released an Executive Order—*Reducing Improper Payments and Eliminating Waste in Federal Programs*. The president’s message was clear: *When the federal government makes payments...it must make every effort to confirm that the right recipient is receiving the right payment for the right reason at the right time.*”**

Journal of Government Financial  
Management Spring 2011

## Detection and Prevention of



- **Repeat Payments**

- ✓ **Invoice Duplicate**
  - ✓ same contract
  - ✓ different contract
  - ✓ different amount

- **Over/Under Payments**

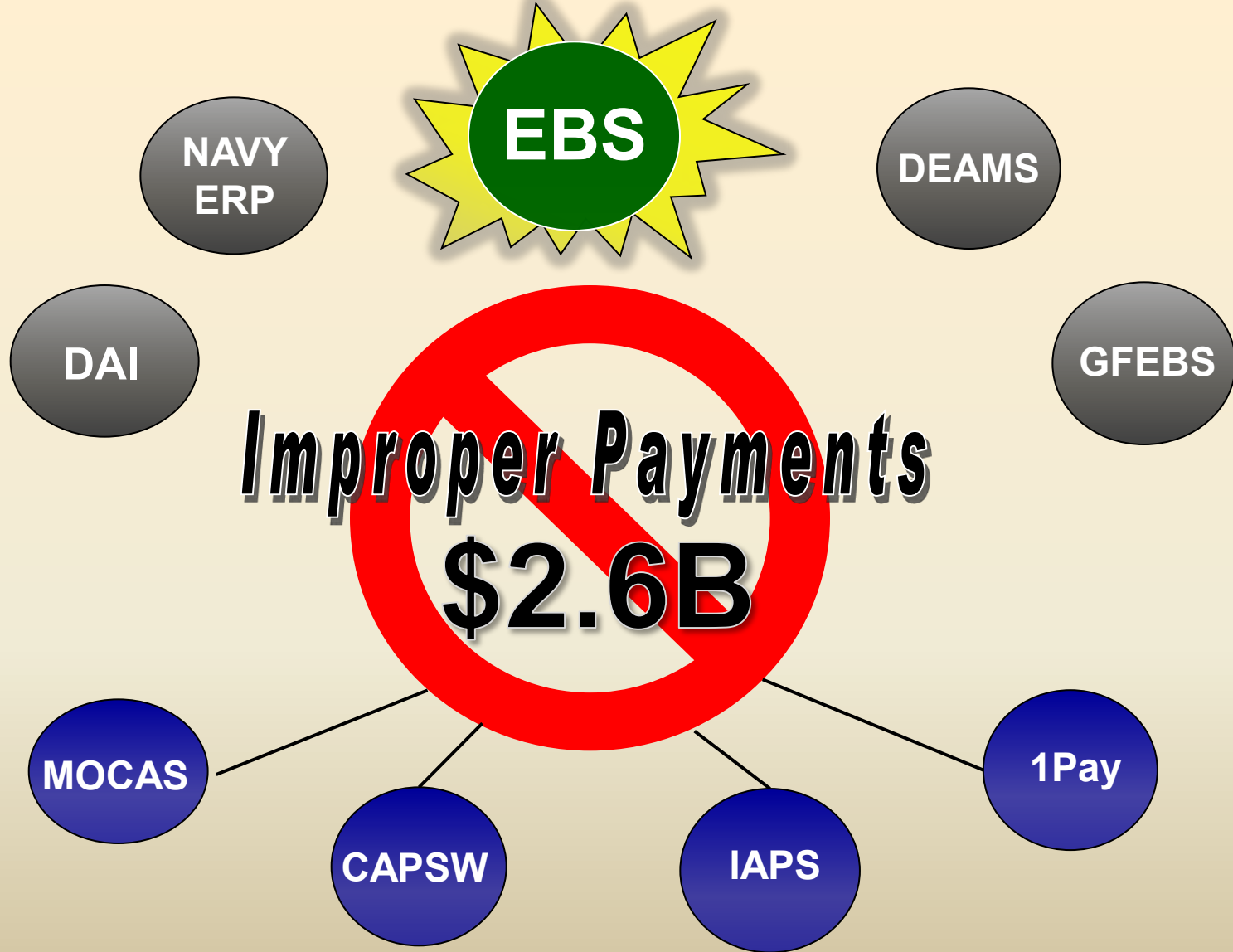
- ✓ **Outlier**
- ✓ **Over/Under Recoupments**

- **Erroneous Payments**

- ✓ **Invoice Invalid/Missing Cert. Official ID**
- ✓ **Invoice Date Suspicious**
- ✓ **3-Way Match**
- ✓ **Invoice Incorrect**
- ✓ **Wrong Vendor Paid**
- ✓ **Invoice Missing or Invalid TIN**
- ✓ **Fast Pay No receiving Report**
- ✓ **Invoice Freight Incorrect**



# Improper Payments Prevented





- Southwest Asia Presence and Accomplishments

- ✓ ESO has supported the Warfighter with Managerial Accountants and Vendor Pay Specialists since October 2008
- ✓ 179 employees have been deployed to date with requirements through ARCENT currently for 51 personnel in Kuwait, Iraq, Afghanistan and Qatar
- ✓ Implemented first ever Tri-Annual review program resulting in de-obligating \$250M in FY10 funds returning them to the Warfighter
- ✓ Successfully collaborated with Army to reduce cash on the battlefield from over \$1B in FY09 to \$177M in FY11







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## National Stock Number (NSN): Your Key to Unlock Sales

2011 DLA Industry Conference

June 27<sup>th</sup> to June 30<sup>th</sup>

Breakout Session

John Naperkoski

DLA Logistics Information Service



# Do you want to do business with an organization that....

- Produces revenues of nearly \$41 billion
- Manages 8 supply chains and 5 million items
- Operates in 48 states and 28 countries
- Maintains Foreign Military Sales of \$1.6 billion across 118 Nations





# How can I increase my business?

- Register your business
- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data







# Register your business

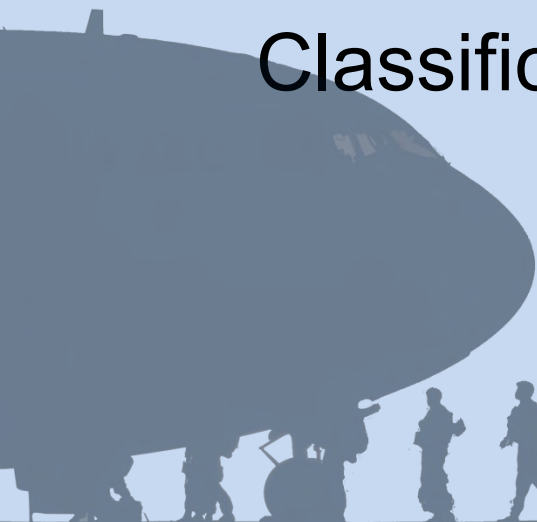
- Central Contractor Registration (CCR)
- Registrant database for U.S. Federal Government
- Paperless payments through electronic funds transfer
- Registration does not guarantee a contract
- CCR URL: [www.bpn.gov/ccr/](http://www.bpn.gov/ccr/)





# Federal Acquisition Regulations (FARs) govern CCR

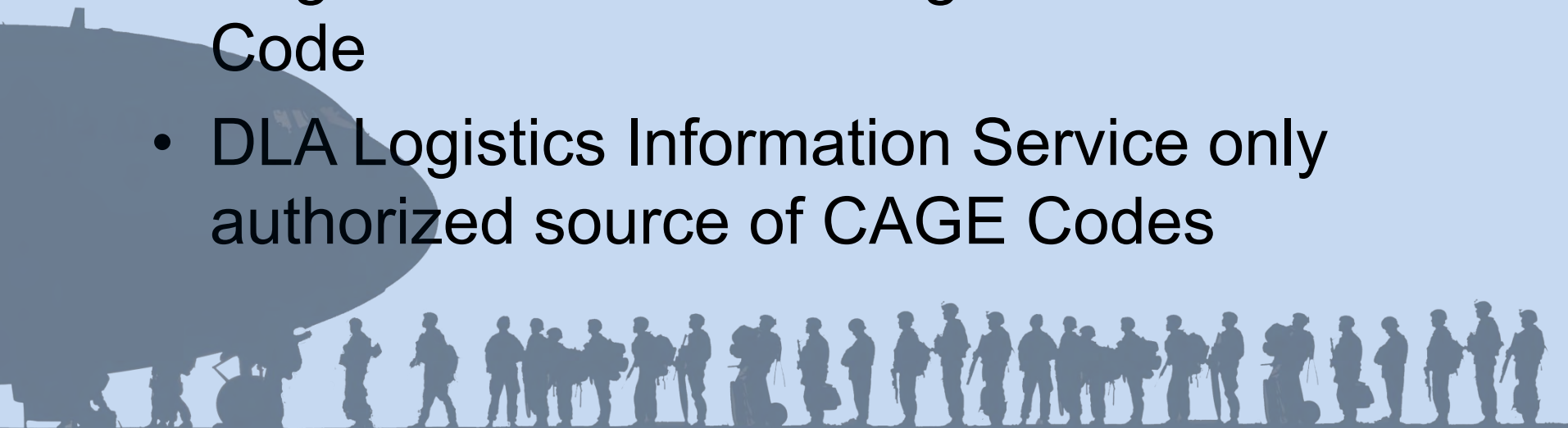
- Must be registered in CCR
- Must have Data Universal Numbering System (DUNS) number to register
- Select a North American Industry Classification System (NAICS) code





# What is a CAGE Code?

- Five digit code depicting Commercial and Government Entity (CAGE)
- CAGE Code required for business with the Federal Government
- Registration in CCR assigns CAGE Code
- DLA Logistics Information Service only authorized source of CAGE Codes





# Why do I need to obtain a CAGE Code?

- Pay processes
- Facility security clearances
- Contract management





# How do I change CAGE Code data?

- Contact D&B to update CCR at:  
<http://fedgov.dnb.com/webform>

- Complete DD Form 2051

- Forward to:

Director, DLA Logistics Information Service  
ATTN: DLA Log Info SVC - LAC  
Hart-Dole-Inouye Federal Center  
74 North Washington  
Battle Creek, MI 49037

*Per 48 C.F.R Subpart 204.72 – Contractor Identification*





# Understand the National Stock Number (NSN)

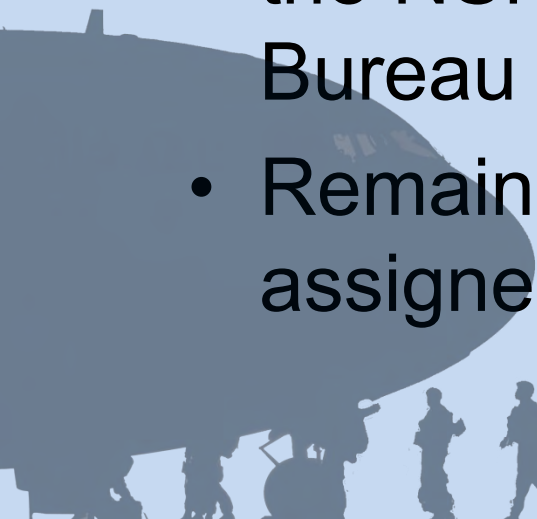
- Official label applied to an item of supply that is repeatedly used throughout the Federal Supply System
- 6.5 Million active NSNs in Federal Supply System
- 9 Million non-US managed NSNs in NATO system





# NSN structure

- 13-digit code, e.g., 6240-00-357-7976
- First four digits are the Federal Supply Class (FSC)
- Next two digits are country that assigned the NSN called the National Codification Bureau (NCB)
- Remaining seven digits are sequentially assigned and unique to each NSN





# Benefits of the NSN

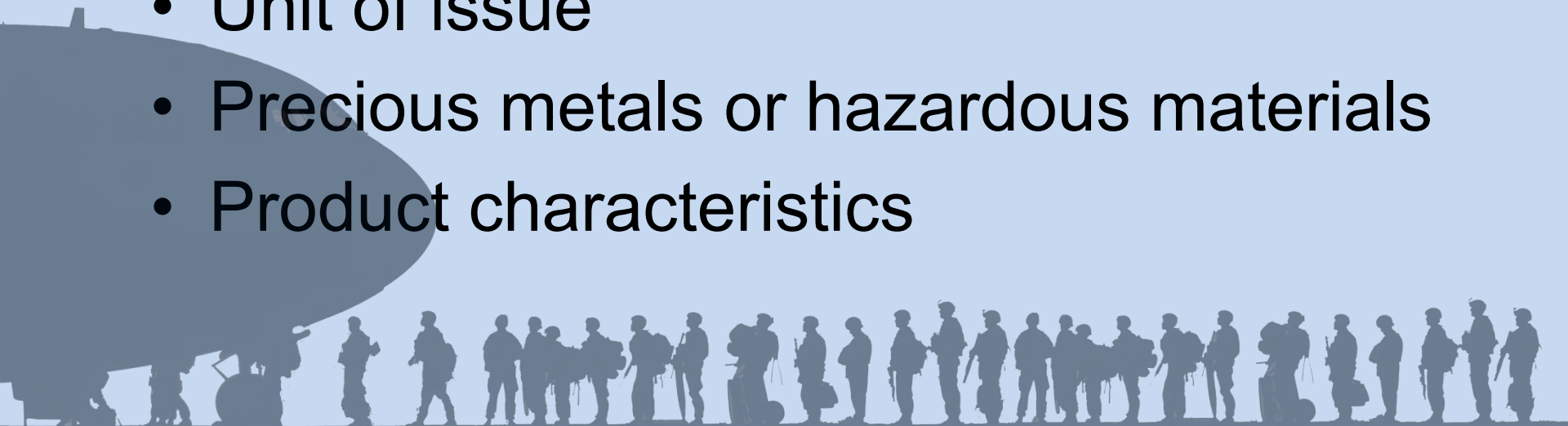


- Ensures life cycle support & interoperability
- Provides safety / protection of personnel
- Identifies data sharing capabilities of items
- Is data key for item tracking



# Your tech data describes the NSN's form, fit, and function

- Shelf life
- Interchangeability and substitutability
- Price
- Unit of issue
- Precious metals or hazardous materials
- Product characteristics





# Access to technical data is required by public law

Cataloging and Standardization Act,  
Public Law 82-436 reads:

“To uphold this act it is imperative that the DoD Agency responsible for cataloging, DLA Logistics Information Service, is granted access to technical data.”





# Benefits of technical data

- Parts standardization
- Avoidance of duplication
- Interoperability
- Proper management, storage, and disposal





# Who uses NSNs?

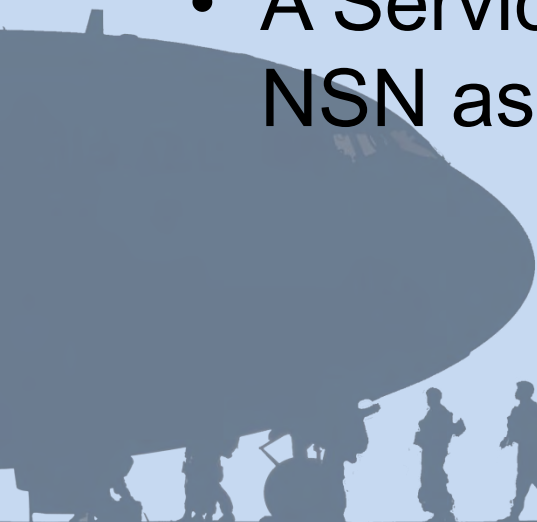
- Military Services
- Department of Defense (DoD)
- Disposition services
- Federal Agencies, such as GSA, FAA, DHS, etc.
- North Atlantic Treaty Organization (NATO)
- Many governments around the world





# Who can request a NSN?

- Only a....
  - Military service
  - International partners
  - Federal/civil agency
- A Service must sponsor your product for NSN assignment





# How do you find a sponsor?

Contact a Service or Agency point of contact:

- Army: [www.sellingtoarmy.info/user/showpage.aspx?SectionID=](http://www.sellingtoarmy.info/user/showpage.aspx?SectionID=)
- Marine Corps: [www.donhq.navy.mil/OSBP/activities/marine-corps.html](http://www.donhq.navy.mil/OSBP/activities/marine-corps.html)
- Navy: [www.donhq.navy.mil/OSBP/](http://www.donhq.navy.mil/OSBP/)
- Air Force: [www.airforcesmallbiz.org](http://www.airforcesmallbiz.org)
- OSD: [www.acq.osd.mil/osbp/index.html](http://www.acq.osd.mil/osbp/index.html)
- DLA: [www.dla.mil/db/](http://www.dla.mil/db/)
- GSA: [www.gsa.gov/portal/content/105221](http://www.gsa.gov/portal/content/105221)
- PTAC: [www.dla.mil/db/ptap.asp](http://www.dla.mil/db/ptap.asp)

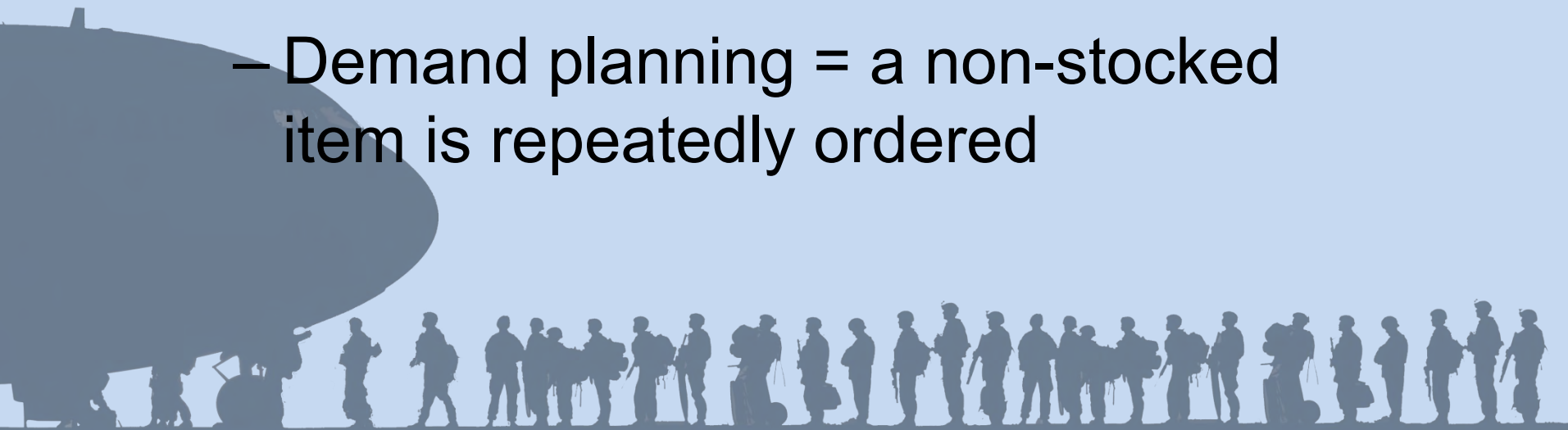




# When is a NSN requested?

Once a requirement for an item has been identified as needed via....

- Provisioning = a new weapon system is deployed by a military service
- Demand planning = a non-stocked item is repeatedly ordered







# How can you access your data?

- WebFLIS provides access to near real-time data
  - Hot links provide explanations
  - Proprietary data not viewed by public
- DOD EMALL provides product visibility to customers looking to purchase
  - Active DLA managed NSNs
  - Advantage for fully described items



# How can you update your data?

- CCR for business statistics/financial routing data
  - Update with D&B using webform at: <http://fedgov.dnb.com/webform>
  - Confirm D&B changes in CCR
- iGIRDER for reference/part number data
  - Register with User ID and Password
  - Update at : [www.dlis.dla.mil/gidm/](http://www.dlis.dla.mil/gidm/)



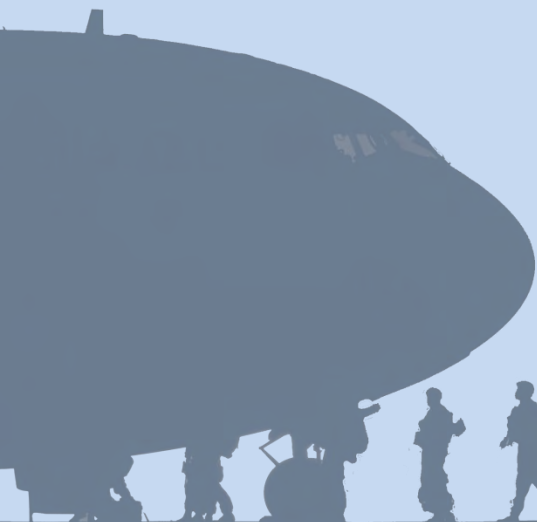
# How can you increase your business?

- Register your business
- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data





To get further details on information  
presented during this session,  
please visit the  
DLA Logistics Information Service  
booth, number  
**642**





# Contact Information:

- Address:  
DLA Customer Interaction Center  
DLA Logistics Information Service  
74 Washington Ave. N.  
Battle Creek, MI. 49037-3084
- Toll Free: 1-877-352-2255
- DSN: 661-7766
- Comm: (269) 961-7766
- Email: [dlacontactcenter@dla.mil](mailto:dlacontactcenter@dla.mil)







# Questions?





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Industry Conference

**Breakout Session:  
Partnering for Greater Efficiencies  
and  
Productivity in Defense Spending**

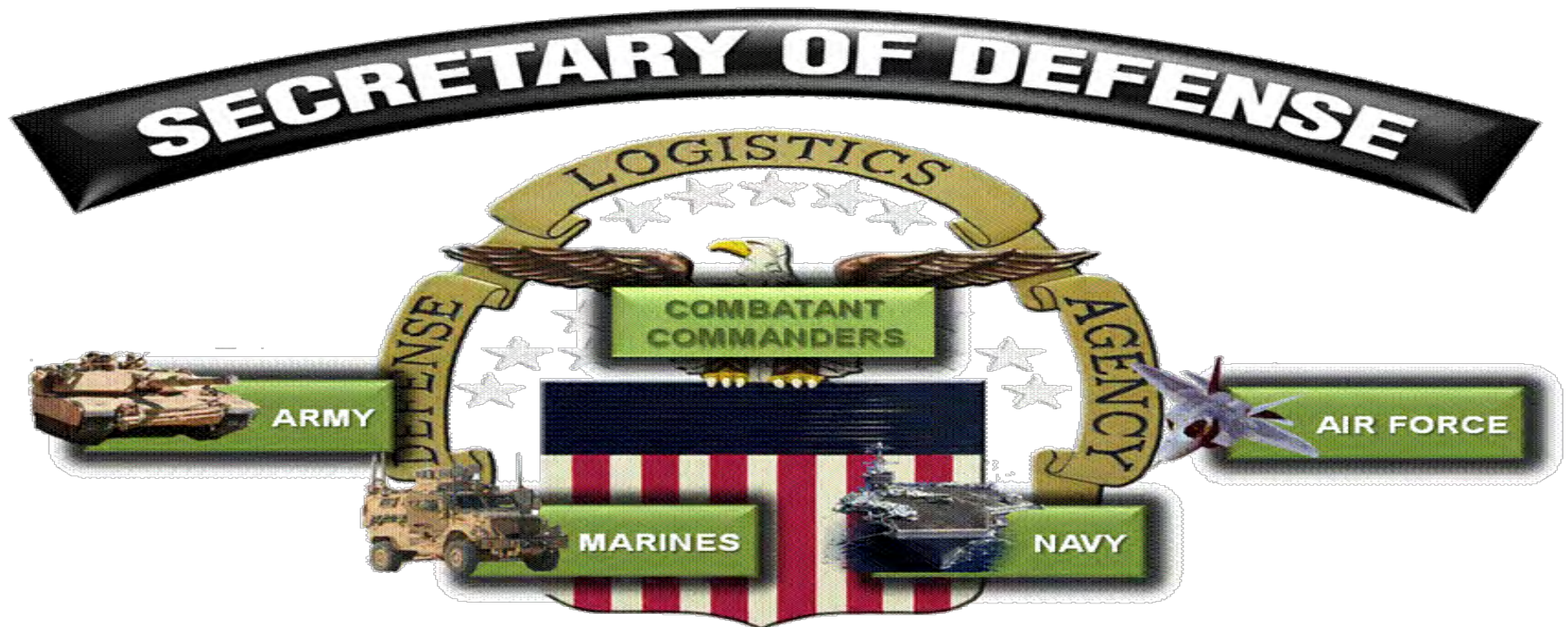


# DLA Supporting DOD Efficiency Initiative

**Dr. Carter memos dated 14 September 2010:**

**“Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending**

**“Implementation Directive for Better Buying Power – Restoring Affordability and Productivity in Defense Spending”**







# Scope of DLA's Initiative

Per the DLA Director:

*DLA will pursue price reductions of as much as 10% in selected areas by providing greater focus on price reasonableness, incorporating price reduction factors in strategic sourcing opportunities and establishing more long-term contracts.*



# DLA Aviation

---

- Reducing Overhead Costs
  - Strategic Partners Role
  - Aviation Role
- Incentive Contracting
  - Appropriate Application
  - Alignment of Incentive to Metrics
- Strategic Post Award Pricing Review
  - Identification of Pricing Opportunities
  - Partnering with Value Engineering
- Value Engineering
  - Reverse Engineering
  - Value Management
  - Parts Breakout





# DLA Energy

---

- DLA Energy Natural Gas
  - Business Process Improvement Effort with Industry
- DLA Energy Bulk Fuels
  - Review and evaluate supply chain efficiencies
- DLA Energy Duty Drawback Program
  - Refunds of US Custom & Border Protection duties paid for fuel



# DLA Land and Maritime

---

- Continue to Submit Competitive Offers, with Lowest Prices Possible
- Participate in Reverse Auctions, as Applicable
- Reduce Overhead and Admin Costs - Pass on to DLA
- Provide Quantity Price Break Info/Pricing, if Available
- Participate in Alternate Offer or Breakout Efforts
- Always Identify Better Ways to Buy – Group PRs, Like Items, Long Term Contracts (LTCs)
- Identify Unnecessary Requirements – Qty Unit Pack (QUP), Packaging, Test and Quality Requirements



# DLA Troop Support

---

- Lean Projects – Acquisition Efficiencies
- Acquisition Strategies
- Competition
- Leveraging Customer Requirements



# DEFENSE LOGISTICS AGENCY

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## Performance Based Logistics (PBL)

DLA Suppliers Conference

CAPT John Spicer (HQ DLA J35)

PBL Program Office Lead

28-30 June 2011



## PBL and DLA

- DLA is expanding its role in PBL both as a product support provider and as a product support integrator
  - From parts provider to weapons system performance provider
- As a prime logistics integrator across DOD, DLA's broad visibility over the supply chain enables a pivotal role in influencing PBL and warfighter support
  - ✓ Leverage industry capabilities and best practices
  - ✓ Leverage forward presence with the warfighter
  - ✓ Build on a broad range of logistics capabilities across DOD supply chains, extending all the way to the warfighter
  - ✓ Explore opportunities to close logistics seams and gaps
  - ✓ Use strength in aggregating data to inform decisions
  - ✓ Capitalize on position as a "purple" command to drive joint solutions

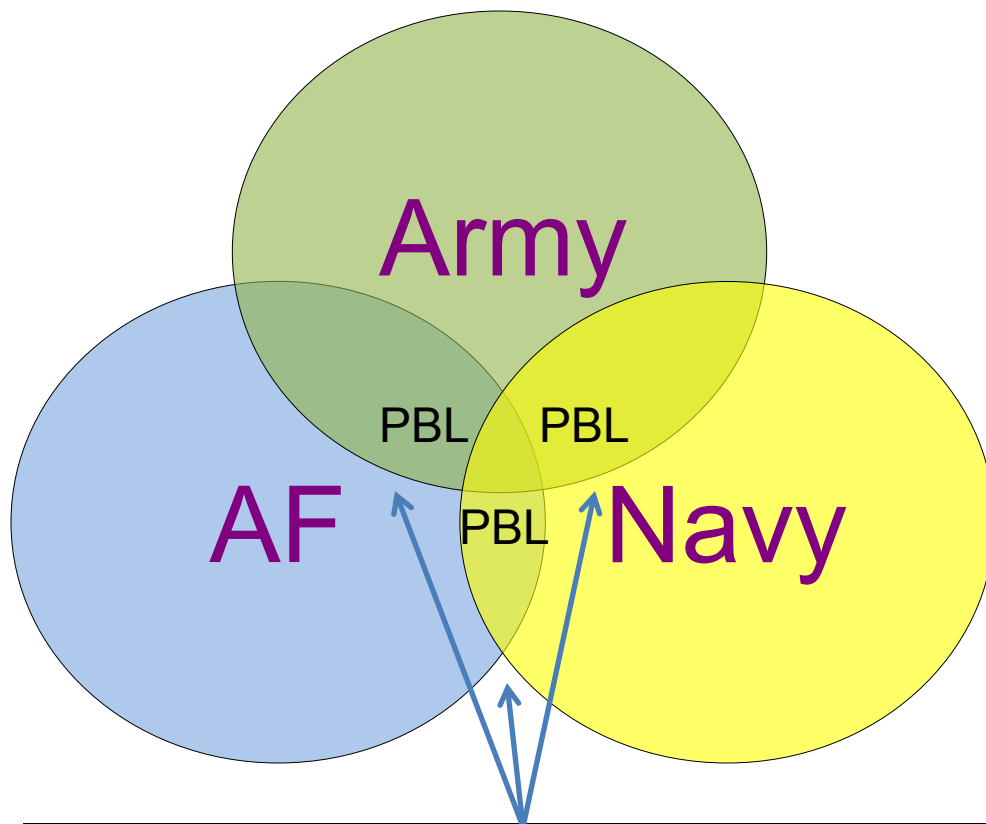






# Joint PBL – Economy & Efficiency Potential

**Goal – Improve the current PBL business model**



- Rationalize Business Structure
- Leverage economies of scale & scope
- Garner efficiencies associated with one standard business process
- Move from PBL 1.0 (separate efforts) to PBL 2.0 (enterprise PBL structures that span DoD)

***Defense firms have consistently stated that DoD can save 15 to 20% by migrating to a joint PBL structure, while providing better availability and reliability.***



# DLA Value Proposition for PBL

A defense-wide performance-based logistics contract for common components used by multiple Services will generate efficiencies in accordance with DoD Acquisition Efficiency Initiatives:

- “Target affordability and control cost growth”
- “Incentivize productivity and innovation in industry”
- “Reduce non-value-added processes and bureaucracy”
- “Get better buying power for the warfighter and the taxpayer”
- “Improve defense industry productivity”
- “Reward contractors for successful supply chain management”



# PBL Engagements - APU

Feb 14, 2011

Mar 9, 2011



DEFENSE LOGISTICS AGENCY  
HEADQUARTERS  
8725 JOHN J. KINGMAN ROAD  
FORT BELVOIR, VIRGINIA 22060-6221

FEB 16 2011

MEMORANDUM FOR PRINCIPAL DEPUTY ASSISTANT SECRETARY OF DEFENSE  
(LOGISTICS & MATERIEL READINESS)

SUBJECT: Performance Based Logistics (PBL) Pilot for Defense Logistics Agency (DLA)

On December 13, 2010, representatives from DLA and Honeywell met to discuss the potential for a single PBL agreement to combine requirements for Auxiliary Power Units (APUs) across the Services. Currently, the Army, Navy, and Air Force use Honeywell APUs but contract separately for repair. The result is multiple contracts, multiple contracting approaches, and multiple business rules. Honeywell contends, and DLA agrees, a single PBL contract to support APUs across the Services would rationalize the business structure and allow for the exploitation of economies of scale and scope while yielding significant savings. A single contract would garner improvements to logistical performance, including improvements to component reliability. Further savings are possible if DLA were to construct this as a contract allowing for other Honeywell components to be added incrementally (e.g., aircraft wheels and brakes, CH-47 engines, Abrams Tank engines, etc.).

If these inferences are validated, single, vice multiple, PBL contracts have potential to increase materiel availability and reliability, reduce Operating and Support costs, and return money to the Department for reinvestment. Logically, these savings and benefits would apply to any component or family of components managed by two or more Services. Given the potential

**“....a single PBL contract to support APU’s across the Services would rationalize the business structure and allow for the exploitation of economies of scale and scope while yielding significant savings”**



OFFICE OF THE ASSISTANT SECRETARY OF DEFENSE  
3500 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3500

MAR 9 2011

MEMORANDUM FOR DIRECTOR, DEFENSE LOGISTICS AGENCY

SUBJECT: Performance-Based Logistics (PBL) Pilot for Defense Logistics Agency (DLA)

In response to your memorandum of February 16, 2011, I endorse DLA's investigation of enterprise PBLs in order to deliver better value to the warfighter and taxpayer consistent with Secretary Gates' comments to pursue efficiencies in the way we do business. Specifically, DLA's requested PBL Pilot for Auxiliary Power Units (APUs) and other Honeywell components, as well as the T-700 initiative put forward by the Logistics Efficiency Team, show much promise.

This office supports DLA's engagement with each of the Services in order to collect the data necessary for a Business Case Analysis (BCA), as well as acquisition planning and fact finding. If the results of the BCA and acquisition planning validate improvements to logistical support while, at the same time, yielding reductions in Operating and Support (O&S) costs for APUs and other end-items or components, L&MR will assist DLA and the Services in determining the best way to consolidate requirements and execute across DoD.

The inherent logic of the business case premise as put forward by DLA has merit. If the inferences of an Enterprise PBL approach are validated, this would represent a business model that reduces cost while increasing performance. I look forward to reviewing the results of the BCA. Please plan on briefing the results to the JLB within the next 6-months.

**“....enterprise PBLs in order to deliver better value to the warfighter and taxpayer is consistent with Secretary Gates comments to pursue efficiencies in the way we do business.”**



# Honeywell Auxiliary Power Unit (APU) Pilot

- Similar APUs are flown on aircraft in Army, Navy and Air Force fleets – each Service maintains separate support contracts with Honeywell for DLRs
  - Air Force & Navy utilize combination of PBL and traditional supply/repair support contracts
  - Army utilizes traditional supply/repair support contracts
- Conduct Joint BCA to determine if an enterprise-level PBL strategy provides cost savings and logistics efficiencies
- Report findings of BCA to JLB in six months
- If business case supports savings, ASD/L&MR will work with DLA and the Services to develop a way forward for efforts



# Honeywell Auxiliary Power Units (APUs)

- Cherry Point Terrain Walk - “eye-opening” to DLA staff
  - Reviewed APU repair processes from aircraft removal through depot induction, repair, warehousing and distribution provided insights to be used in developing DLA process maps for APU management
  - Seamless integration between Honeywell, depot, and 3PL provider
  - Honeywell and depot artisans work in a true teaming environment to maximize output
  - Meeting or exceeding contract targets
- DLA reviewing existing contracts to determine structure to feed into the “to be” option for BCA





# T-700

- ASD (L&MR) recommended merging T-700 support contracts for Navy, Air Force and Army onto one vehicle, thereby realizing a significant savings over the current cost of doing business
- PBL Program Office participated in TeamHawk principals' meeting in Tucson, AZ to discuss T-700 as a pilot for enterprise PBL
- Army, Navy, Air Force and Coast Guard program office representatives reviewed the T-700 Joint PBL proposal and agreed to form a Requirements IPT and begin work on a Joint BCA.



# Joint Strike Fighter (JSF)

- Engaging with the Joint Program Office (JPO) on a monthly basis to discuss options and capabilities that DLA could provide for the Joint Strike Fighter (JSF) to support a PBL support strategy. Participating in:
  - JSF Integrated Global Supply Chain IPT
  - JSF Wargame III to develop an alternate approach for supply chain management



# Comments and Discussion



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## PROCUREMENT INTEGRITY

Kathleen Lemming  
DLA Acquisition  
June 29-30, 2011



# AGENDA

- What is Procurement Integrity?
- What is DoD and DLA Doing to Ensure Procurement Integrity?
- True Integrity Failures
- Personal and Organizational Conflicts of Interest
- Case Studies
- Do I have Integrity?





# What is Procurement Integrity?

The screenshot shows a Google search results page for the query "what is procurement integrity". The search bar at the top shows the query and a "Search" button. Below the search bar, it indicates "About 12,800,000 results (0.08 seconds)" and a link to "Advanced search". On the left side, there are links for "Everything", "Images", "Videos", "News", "Shopping", and "More". Below these links, it says "Fort Belvoir, VA" and "Change location". At the bottom left, there is a link to "Show search tools". The search results are listed on the right side. The first result is "USDOJ: JMD: Departmental Ethics Office: Procurement Integrity Act" with a magnifying glass icon. The description for this result states: "The Procurement Integrity Act prohibits the release of source selection and contractor bid or proposal information. Also, a former employee who served in ...". The URL is "www.justice.gov/jmd/ethics/procurea.htm" and it is marked as "Cached" and "Similar". The second result is "[PPT] Procurement Integrity" with a magnifying glass icon. The description for this result states: "File Format: Microsoft Powerpoint - Quick View Problems in Procurement Integrity. Some Obvious Problems. October 2004 Shocker. Ex-Air Force Official Gets Prison Time. Boeing Received Special Treatment in ...". The URL is "www.iecjournal.org/iec/files/yukins\_aug06.ppt" and it is marked as "Similar". The third result is "Procurement Integrity Guidance" with a magnifying glass icon. The description for this result states: "SUBJECT: Guidance on Application of the Procurement Integrity Law and Regulation . This memorandum provides guidance on applying the Procurement Integrity ...". The URL is "www.dod.gov/dodgc/defense\_ethics/dod.../procinteglaw.htm" and it is marked as "Cached" and "Similar".

what is procurement integrity - Google Search

Google

what is procurement integrity

About 12,800,000 results (0.08 seconds) [Advanced search](#)

[Everything](#)  
[Images](#)  
[Videos](#)  
[News](#)  
[Shopping](#)  
[More](#)

Fort Belvoir, VA  
[Change location](#)

[Show search tools](#)

[USDOJ: JMD: Departmental Ethics Office: Procurement Integrity Act](#) 🔍  
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# Procurement Integrity Act



## Justice Management Division Serving Justice - Securing Results

The Procurement Integrity Act prohibits the release of source selection and contractor bid or proposal information. Also, a former employee who served in certain positions on a procurement action or contract in excess of \$10 million is barred for one year from receiving compensation as an employee or consultant from that contractor.

### 48 C.F.R. § 3.104-1-11

The post-employment restrictions on receiving compensation are in addition to the post-employment restrictions of 18 U.S.C. § 207. See “[Leaving Government](#).”



# What is Procurement Integrity?

- Definition According to Merriam-Webster
  - **Procurement**: the act or process of procuring; *especially* the obtaining of military supplies by a government
  - **Integrity**: a firm adherence to a code of especially moral or artistic values; incorruptibility
- Procurement Integrity is the act of obtaining and supplying military supplies with the utmost moral candor



# What is DoD and DLA Doing to Ensure Procurement Integrity?

- DoD
  - Panel on Contracting Integrity
    - Ombudsman Program
- DLA
  - Procurement Management Reviews
  - Operational Evaluation Team



# Panel on Contracting Integrity

- Sanctioned:
  - Section 813 of the John Warner National Defense Authorization Act (NDAA) for FY2007, Public Law 109-364
- Directed DoD to establish a Panel on Contracting Integrity (PCI)





# Panel on Contracting Integrity

- Cross Section of DoD Senior Leaders
  - Ms. Heimbaugh, DLA Acquisition (J7) chairs Subcommittee 1, Panel on Contracting Integrity

**DPAP website for Panel on Contracting Integrity information:**  
[http://www.acq.osd.mil/dpap/cpic/cp/panel\\_on\\_contracting\\_integrity.html](http://www.acq.osd.mil/dpap/cpic/cp/panel_on_contracting_integrity.html)



# Panel on Contracting Integrity

- Purpose:
  - Review DoD's progress in eliminating areas of vulnerability in contracting that allow for fraud, waste, and abuse
  - Recommend changes in law, regulations, and policy to eliminate/mitigate these areas of risk



# 13 PCI Subcommittees and Agency Chairs

## **SC1 Current Structure on Contracting Integrity**

Component Acquisition Executive, Defense Logistics Agency

## **SC2 Sustained Senior Leadership**

Deputy Assistant Secretary of Army (Procurement)

## **SC3 Capable Contracting Workforce**

OASD(A)/President, Defense Acquisition University

## **SC4 Adequate Pricing**

Co-Chairs: Director, Defense Contract Audit Agency and Deputy Director, DPAP/Program Acquisition and Strategic Sourcing

## **SC5 Appropriate Contracting Approaches and Techniques**

Deputy Assistant Secretary of the Air Force (Contracting)



# 13 PCI Subcommittees and Agency Chairs

## **SC6 Sufficient Contract Surveillance**

Deputy Assistant Secretary of the Navy (Acquisition & Logistics Management)

## **SC7 Contracting Integrity in a Combat/Contingent Environment**

Panel Executive Director and Deputy Director,  
DPAP/ Program Acquisition and Contingency Contracting

## **SC8 Procurement Fraud Indicators**

Assistant Inspector General, Acquisition and Contract Management, DoD Inspector General

## **SC9 Contractor Employee Conflicts of Interest**

General Counsel, Defense Contract Management Agency



# 13 PCI Subcommittees and Agency Chairs

## **SC10 Recommendations for Change**

Deputy General Counsel, Department of the Air Force

## **SC11 Evaluation of Contractor Business Systems**

Deputy Director, DPAP/Cost, Pricing, and Finance

## **SC12 Peer Reviews**

Deputy Assistant Secretary of the Navy (Acquisition and Logistics Management)

## **SC13 Opportunities for More Effective Competition**

Assistant Deputy Commandant, Installations and Logistics, Marine Corp Field Contracting





# PCI Working Groups

- **Subcommittee Working Groups**
  - Volunteers from other DoD Agencies
    - Subcommittee 1:
      - DLA – Kathleen Lemming
      - TRANSCOM – Susan Sembenotti
      - National Geospatial-Intelligence Agency – Howard Pierce
  - Responsible for developing policy directives, memorandums, legislative proposals, and training materials to implement assigned tasks



# Procurement Integrity Ombudsman

- Product of Panel on Contracting Integrity
- Ombudsman Identified for Each Contracting Activity in DLA
  - This program provides a neutral, informal, confidential, and independent alternative for employees, managers, and customers to seek assistance in resolving procurement integrity issues
  - Implemented in 2009

Not to be confused with Task/Deliver Order Ombudsman in FAR 6.505(b)(6)



# Other PCI Tasks

- Develop checklist to provide for contractor compliance with FAR Table 15-2 proposal requirements
- Inherently Governmental Definition
- Establish policy and procedures within DoD regarding the Department's audit and administration of contractors' business systems
- Establish a Department of Defense-wide values-based ethics program.



# Operational Evaluation Teams

- Team of Subject Matter Experts from across DLA
- Perform end-to-end vulnerability assessment of supply and service purchases to ensure optimal stewardship of Agency and Department of Defense (DoD) resources and compliance with various Federal statutes, policies and regulations



# Operational Evaluation Team

- Expected Outcome
  - Identify and communicate potential vulnerabilities in current Afghanistan contracts and provide corrective action recommendations (including risk assessments) as required
  - Develop a repeatable process to ensure vulnerabilities are identified and corrected for all complex contracting vehicles





# DLA PMRs

- United States Code, Title 41, Chapter 17, Section 1702, paragraph (c), January 4, 2011 and Executive Order 12931, Subject: Federal Procurement Reform “Defense Acquisition”, October 13, 1994
  - These documents assign responsibility to the Senior Procurement Executive (SPE) within the Agency to establish accountability for all contracting functions and to measure and evaluate each contracting office’s performance against established goals
- The DLA PMR Program is the SPE’s primary process for accomplishing these responsibilities



# DLA Procurement Management Reviews

- Review each DLA contracting activity
  - Mission
  - Business Processes
  - Contract Files
  - Special Areas of Interest
    - Contractor Performance Assessment Rating System (CPARS)



# DLA Procurement Management Reviews

- Activity provided a report with a rating based on findings and risk
- Corrective Action Plans



# True Integrity Failures

A CIA employee paid \$48,000 to settle a complaint brought by the Department of Justice that the employee had participated in official matters in which his spouse had a financial interest. The employee had served as the Contracting Officer Technical Representative (COTR) on certain contracts between his agency and a private corporation, where his wife worked. The contracts involved millions of dollars awarded to the corporation. Although the employee's wife did not work on the same contracts as the employee, she received stock options for the purchase of the corporation's stock that were affected by the corporation's profits from the contracts her husband had worked on.



# True Integrity Failures

An Army technician ordering a Seal Replacement Parts Kit from a defense contractor noted that the price of the kit seemed unusually high based on the price of each individual component, and contacted investigators. Investigators examined the price of the components and the cost the company incurred to assemble each kit, and discovered that the contractor was marking up each kit by approximately \$500. Investigators further discovered that the Government had purchased a large number of the kits at the inflated price.

As a result of the observant technician's number-crunching, the defense contractor agreed to a voluntary refund of \$44,000.





# Personal & Organizational Conflicts of Interest

- Over 27,000 DLA Employees Across the World
- 1.9 Million Active Cage Codes
- Employees
  - Family
  - Friends
  - Neighbors
  - Complete Strangers



# Personal Conflicts of Interest Case Studies

- Your company has submitted a proposal in response to a requirement that was posted to FedBizOpps. Your fishing buddy's wife is the contracting officer.
- Is this a PCI
  - Why or Why Not?
  - What should be done?
- What if the proposal was submitted prior to knowing who the contracting officer was?



# Organizational Conflicts of Interest (OCI) Case Studies

- Company A, prime contractor, awards major subsystem contracts for a major defense acquisition program to Business Units C, D, & E, of the same parent corporate entity. Particularly, the award of subcontracts for software integration or the development of a proprietary software system architecture.
- Is this an OCI?
  - Why or Why not?
  - What should be done?



# OCI Case Studies

- Company A, a large multinational defense contractor, had been hired to assist with the technical factors to be used in evaluating proposals for the acquisition of a highly classified major weapon system. Additionally, Company A's service contract requires their assistance in the evaluation of those technical factors. Company B has submitted a proposal along with four other defense contractors for said acquisition. Company B is a subsidiary of Company A.
- Is this an OCI? Why or Why not?
- What should be done?



# OCI Case Studies

- Same Scenario as on the Previous Page
- Company B is the only proposal submitted
  - Is this an OCI? Why or Why Not?
  - What should be done?

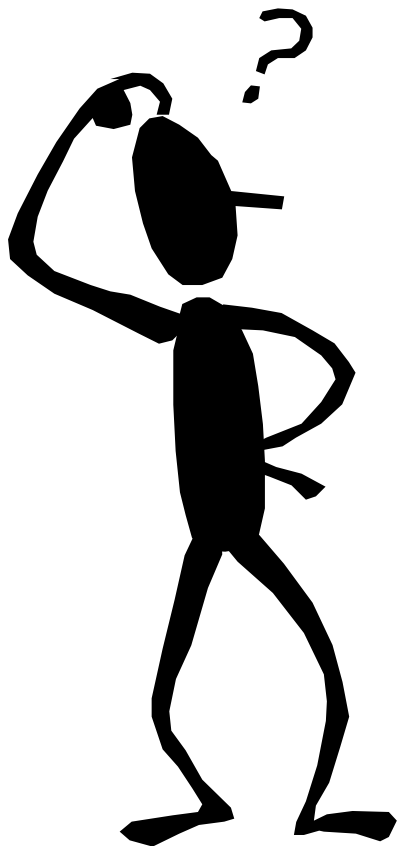




# Do I Have Integrity?

- Can It Be Compromised?
  - Hard Economic Times
  - Affect Family Dynamic
  - Job in Jeopardy
  - Thrill
- Do I Have Integrity?

**Fraud, Waste, & Abuse Hotline: 1-800-232-5454**





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Procurement Systems Supplier Interface Breakout Session

DLA Enterprise Supplier Conference  
June 29-30, 2011



# Agenda Topics

- DLA Internet Bid Board System (DIBBS)
- Automated Best Value System (ABVS)
- Past Performance Information Retrieval System (PPIRS)
- Contractor Performance Assessment System (CPARS)
- Federal Awardee Performance and Integrity Information System (FAPIIS)
- Electronic Subcontracting Reporting System (eSRS)
- EProcurement



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Internet Bid Board System (DIBBS)





# DLA Internet Bid Board System (DIBBS)

- URL: <https://www.dibbs.bsm.dla.mil/>
- One-stop Portal for Vendor Community:
  - View Solicitations
    - Request for Quotations (RFQ)
    - Request for Proposals (RFP)
  - Submit Quotations
  - Access Contract Actions – Awards and Modifications
  - View Clauses and Provisions
  - Access Technical Data – cFolders
  - Access Automated Best Value System (ABVS)
    - Performance Scores utilized in Best Value Award Decisions
  - View Vendor-Specific Messages/Banners



# DLA Internet Bid Board System (DIBBS)

- Future Enhancement:
  - Post-Award Request (PAR)
    - Facility will provide Vendors and External Government Entities ability to:
      - Submit requests directly to Post-Award Personnel
      - Attach pertinent documentation to PAR
      - View previously submitted PARs
      - Obtain current status of submitted PARs



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



**Automated Best Value  
System (ABVS)**

**Past Performance  
Information Retrieval  
System (PPIRS)**



# Automated Best Value System (ABVS)

- URL: <http://www.dscr.dla.mil/proc/abvm/abvm.htm>
- Computerized system which collects contractors' existing past performance (quality and delivery) data and translates it into numeric scores
- Numeric scores utilized by Contracting Officers in Best Value Award Decisions
  - ✓ Comparative assessment/tradeoff among evaluation factors:
    - Evaluated Price
    - Quoted Delivery
    - Past Performance



# Automated Best Value System (ABVS)

- Vendor afforded opportunity to view and challenge negative performance data
- Real-time performance assessments – scores calculated daily
- Vendors are strongly encouraged to review their performance data and contact ABVS administrators to resolve any discrepant performance data





# Past Performance Information Retrieval System (PPIRS)

- The Department of Defense has endorsed the Past Performance Information Retrieval System (PPIRS) as the single authorized system for the receipt and retrieval of contractor past performance data for DoD acquisitions
- PPIRS includes performance data from Military Services and DoD Agencies
- Full PPIRS implementation targeted for 2011
- **Until DLA's implementation of PPIRS, ABVS will be utilized as a proxy to PPIRS**



# Past Performance Information Retrieval System (PPIRS)

- Additional past performance guidance is available in the Defense Logistics Agency Directive DLAD 52.215-9022 (JAN 2009)
- Contractors must be registered in the Central Contractor Registration (CCR) at <http://www.ccr.gov> and obtain a Marketing Partner Identification Number (MPIN) to gain access their PPIRS data
- Details to establish a PPIRS-SR account can be found at <http://www.ppirs.gov>



# Past Performance Information Retrieval System (PPIRS)

- PPIRS registration will enable vendors to access their delivery score and quality classification and any negative data, listed by the Federal Supply Class (FSC)
- PPIRS records may be challenged, if data needs correction



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Contractor Performance Assessment System (CPARS)



# Contractor Past Performance System (CPARS)

- Web-based system used to input data on contractor performance
- Once the data is input to the CPARS system, this data is then uploaded to the Past Performance Information Retrieval System ([PPIRS](#)) database
- CPARS are used as an aid in awarding contracts to contractors that consistently provide quality, on-time products and services that conform to contractual requirements
- CPARS can be used to effectively communicate contractor strengths and weaknesses to source selection officials





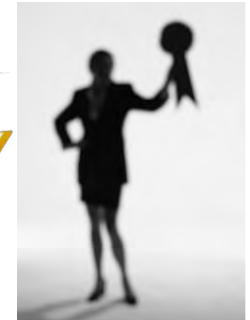
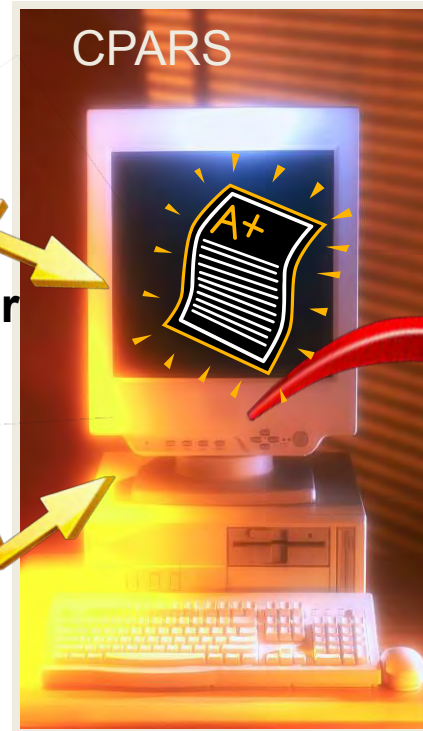
# Past Performance Process Overview



**Gov't Program Manager  
/Contracting Officer**



**Contractor Representative**



**Gov't Source  
Selection Officials**



**Contractor Senior  
Management**



# CPARS Reporting Thresholds

<u>Business Sector</u>	<u>Dollar Threshold</u>
Systems	> \$5,000,000
Ship Repair & Overhaul	> \$500,000
Services	> \$1,000,000
Health Care	> \$100,000
Operations Support	> \$5,000,000
Fuels	> \$100,000
Information Technology	> \$1,000,000

\* Applicable to DLA business

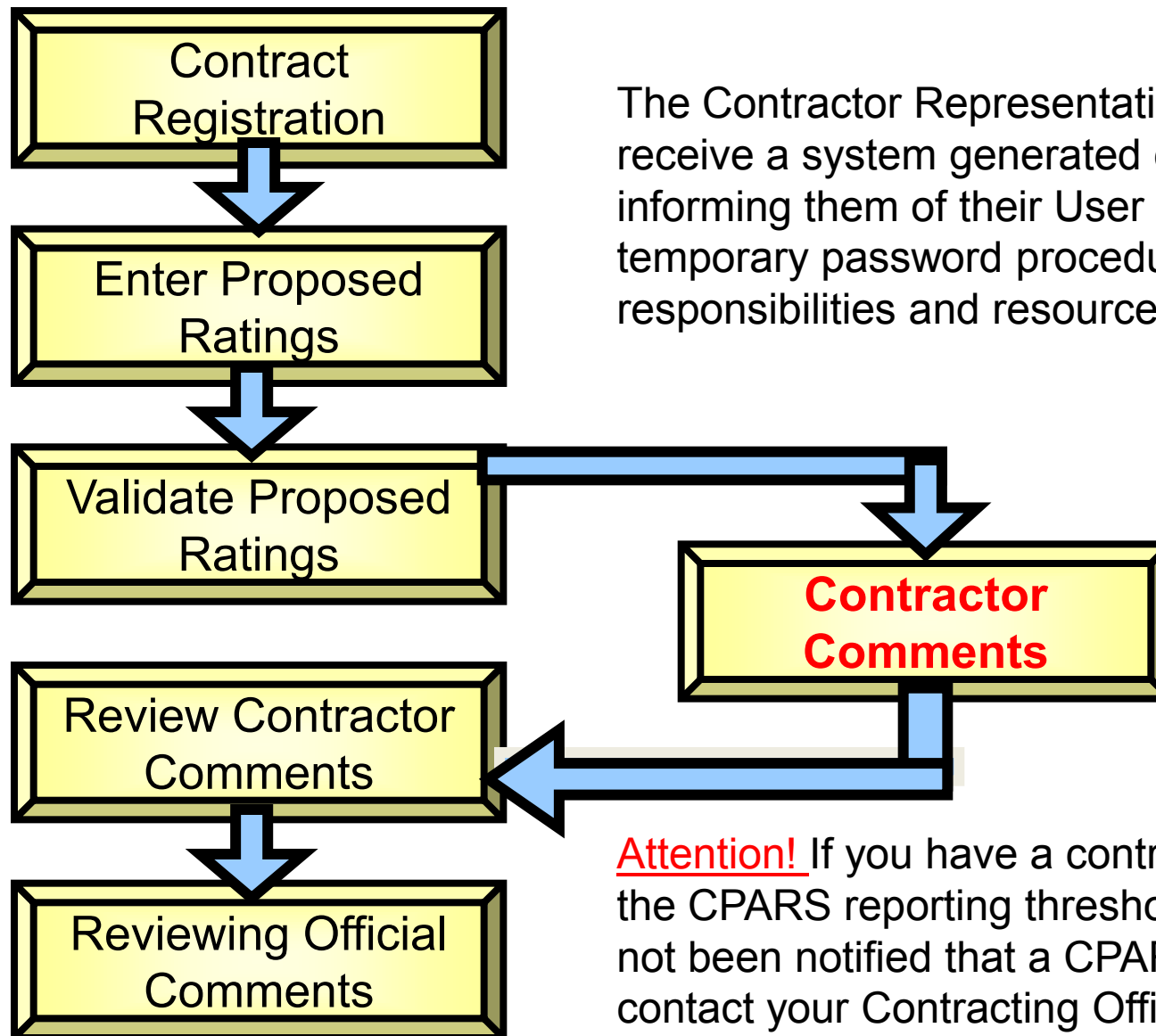


# Contract Types

- Indefinite-Delivery-Indefinite-Quantity (IDIQ) Contracts, Basic Ordering Agreements (BOAs) and Blanket Purchase Agreements (BPAs):
  - Individual CPAR for each order OR one CPAR at basic contract level covering all orders under contract/agreement
  - Contract/agreement should specify assessment procedures
  - Consolidation appropriate if orders similar in scope
- Federal Supply Schedules and GSA Orders:
  - Requiring Activity / Ordering Agency Prepares CPAR Best Position to Evaluate Performance
  - Threshold Determined on Order-by-Order Basis
  - Each Order Reported Individually



# CPARS Workflow



The Contractor Representative will receive a system generated email informing them of their User ID, temporary password procedures, responsibilities and resources available.

**Attention!** If you have a contract meeting the CPARS reporting threshold and have not been notified that a CPAR is required, contact your Contracting Officer.



# Logging In to CPARS

## CPARS/ACASS/CCASS/FAPIIS

[DoD Logon](#) [Contractor Logon \(PKI\)](#) [Contractor Logon \(No PKI\)](#) [Federal Logon](#)

All DoD employees must have a DoD PKI certificate to access the CPARS/ACASS/CCASS web site.

[Click here to determine if you have a valid DoD PKI Certificate](#)

### PKI Information:

All DoD employees (military and civilian), including DoD contractors that are working on site (military/government facilities) or contractors working offsite using Government Furnished Equipment (GFE) are eligible to obtain certificates from DoD PKI. If the contractor doesn't work onsite or with GFE they are encouraged to obtain and use a certificate from an External Certificate Authority (ECA).

### External Certificate Authority:

External Certificate Authorities (ECAs) provide digital certificates to the DoD's private industry partners, contractors using their own equipment or working in non-government facilities, allied partners, and other agencies.

### Approved ECA Vendors:

Operational Research Consultants, Inc. (ORC) <http://www.eca.orc.com>

Verisign, Inc. <http://www.verisign.com/verisign-business-solutions/public-sector-solutions/eca-eca-certificates/index.html>

IdenTrust <http://www.identrust.com/certificates/eca/index.html>

The following site provides additional FAQs on the subject of ECA:

<http://iase.disa.mil/pki/eca/index.html>

[Home](#)

## Contractor Users:

- User ID Required
- PKI Certificate Encouraged (Purchase from External Certificate Authority)
- Password Required if No PKI Certificate

CPARS/ACASS/CCASS/FAPIIS, NAVSEALOGCENDET PORTSMOUTH, NH. Version : 3.3.0, Build Date : 04/30/2009 15:00:00

Phone : (207) 438-1690 [Email Technical Support](#)

View Policy Guide: [CPARS](#) [ACASS](#) [CCASS](#) [FAPIIS](#)





# Contractor Responsibilities

- ☒ 30 Days to Respond
  - System Generated Weekly Email Notifications
- ☒ 7 Days to Request Meeting to Discuss CPAR
- ☒ Review Admin Info (Blocks 1-17) , Ratings and Narratives
- ☒ Provide Clear and Concise Responses (Block 22)
  - 16,000 Character Limit (approximately 3 pages)
- ☒ Provide Concurrence / Non-Concurrence, Name & Title (Block 23)
- ☒ Send to Assessing Official



# Additional Information

- Help Desk (Mon-Fri 6:30am- 6:00pm EST)  
DSN: 684-1690  
Commercial: 207-438-1690
- Email: [webptsmh@navy.mil](mailto:webptsmh@navy.mil)
- CPARS Web Site: (<https://www.cpars.csd.disa.mil/>)
  - Feedback
  - FAQ
  - Policy Guides
  - User Manual
  - Training Information
  - **Request "Corporate Senior Management Access"**



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Federal Awardee Performance and Integrity Information System (FAPIIS)



# Federal Awardee Performance and Integrity Information System (FAPIIS)

- What is FAPIIS?
  - A one stop location for information on the integrity and performance of covered Federal agency contractors and grantees
  - Addresses requirements set forth in the Duncan Hunter National Defense Act of 2009
  - Required by FAR 9.105 and 42.1503
  - Pulls records from CPARS-FAPIIS, CCR, EPLS and record counts from PPIRS-RC
  - Government users input records in CPARS, Government users and vendors retrieve data through PPIRS (RC or SR)
  - Vendors may only access records for their own CAGE code
  - Records are retained for five years after the action date



# Federal Awardee Performance and Integrity Information System (FAPIIS)

- Record Types (CPARS-FAPIIS)
  - Defective Pricing
  - Non-Responsibility Determination
  - Recipient Not Qualified Determination
  - Termination for Cause
  - Termination for Default
  - Termination for Material Failure to Comply
- Other Record Types
  - Proceedings Information (From CCR)
  - Suspension/Disbarment Information (From EPLS)
  - Number of PPIRS-RC Records





# Federal Awardee Performance and Integrity Information System (FAPIIS)

- Contractor Responsibilities
  - 52.209-7 “Information Regarding Responsibility Matters”
    - Requires vendors to report information relating to civil, criminal and administrative proceedings on solicitations greater than \$500K and when vendor has federal contracts/grants greater than \$10M
    - Information to be reported through the Central Contractor Registration (CCR)
  - 52.209-8 “Updates of Information Regarding Responsibility Matters”
    - Requires vendors to update information in FAPIIS on a semi-annual basis for the life of the contract, through CCR
    - Provides contractors an opportunity to post comments regarding records submitted by the Government



# Federal Awardee Performance and Integrity Information System (FAPIIS)

Logon at [www.ppirs.gov](http://www.ppirs.gov)

## Contractor Main Menu

PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM (PPIRS)	
AWARDEE/CONTRACTOR MAIN PAGE	
<a href="#">Main Menu</a> <a href="#">Logout</a> <b>Account Menu Items</b> <a href="#">View Account</a> <b>Report Menu Items</b> <a href="#">Assessment Reports Inquiry (RC)</a> <a href="#">Summary Report (SR)</a> <a href="#">FAPIIS Reports</a> <b>Services Menu Items</b> <a href="#">Help</a> <a href="#">Feedback</a>	<p>Welcome</p> <p>DUNS: 999999999 9999 CAGE CODE: CPARS</p> <p>The Past Performance Information Retrieval System is a government-wide application that provides timely and pertinent contractor past performance information to the Federal acquisition community for use in making source selection decisions. PPIRS assists Federal acquisition officials making source selections by serving as the single source for contractor past performance data. Confidence in a prospective contractor's ability to satisfactorily perform contract requirements is an important factor in making best value decisions in the acquisition of goods and services.</p> <p>For Official Use Only - to be used for deliberative source selection purposes only.</p>



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## FAPIIS Summary Screen

FAPIIS REPORTS		
<b>Awardee: TEST COMPANY</b>		
<b>Summary of All Reports</b>		
Select radio button to see the report type details.		
Select	Report Type	Count
<input type="radio"/>	Defective Pricing	3
<input type="radio"/>	Non-Responsibility Determination	3
<input type="radio"/>	Recipient Not-Qualified Determination	2
<input type="radio"/>	Termination for Cause	3
<input type="radio"/>	Termination for Default	6
<input type="radio"/>	Termination for Material Failure to Comply	4
Select	Extended System Report Source	
<input type="radio"/>	Central Contractor Registration (CCR)	
<input type="radio"/>	PPIRS Report Cards (PPIRS-RC)	
<input type="radio"/>	Excluded Parties List System (EPLS)	



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## FAPIIS Summary Screen, CCR Records

Central Contractor Registration (CCR)		
<ul style="list-style-type: none"><li>• Question: Does your business or organization (including parent organization, all branches, and all affiliates worldwide) have current active Federal contracts and/or grants with total value (including any exercised/unexercised options) greater than \$10,000,000? ***Contractor Response: <b>Yes</b></li></ul>		
<ul style="list-style-type: none"><li>• Question: Within the last five years, has your business or organization (including parent organization, all branches, and all affiliates worldwide) and/or any of its principals, in connection with the award to or performance by your business or organization of a Federal or State contract or grant, been involved in a (1) criminal proceeding resulting in a conviction or other acknowledgment of fault; (2) civil proceeding resulting in a finding of fault with a monetary fine, penalty, reimbursement, restitution, and/or damages greater than \$5,000, or other acknowledgment of fault; and/or (3) administrative proceeding resulting in a finding of fault with either a monetary fine or penalty greater than \$5,000 or reimbursement, restitution, or damages greater than \$100,000, or other acknowledgment of fault? ***Contractor Response: <b>Yes</b></li></ul>		
CCR Proceedings For: TEST COMPANY (999999999)		
Disposition Date	Instrument ID	Instrument Number
2008-08-07-13.25.58.000000	InstrumentID1 S1	InstrumentNumber1
Proceeding Type	Disposition	Description of Disposition
ProceedingType1	Disposition1	This line contains 500 characters: Notwithstanding the above, using this IS does not constitute consent to PM, LE or CI investigative searching or monitoring of the content of privileged communications, or work product, related to personal representation or services by attorneys, psychotherapists, or clergy, and their assistants. Such communications and work product are private and confidential. See User Agreement for details. Notwithstanding the above, using this IS does not constitute consent



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## FAPIIS Summary Screen, EPLS Info

PIIRS Report Cards (PIIRS-RC)		
Awardee	DUNS	Status/Count
TEST COMPANY	999999999	2

Excluded Parties List System (EPLS)	
Record Found	
<b>Identification</b>	
Name	Northcoast Testing, Inc
Classification	Firm
Exclusion Type	Reciprocal
Description	none
<b>Address(es)</b>	
Address	4720 Great Northern Blvd, North Olmstead, OH , 44070
DUNS	149588241
<b>CT Action(s)</b>	
Action Date	
Termination Date	N/A
CT Code	<a href="#">22</a>
Agency	OPM
EPLS Create Date	
EPLS Modify Date	N/A





# Federal Awardee Performance and Integrity Information System (FAPIIS)

## Detail Record (Top)

### Selected Individual Occurrence Report Record

Select radio button to see the report .pdf file.

.pdf file	Report Date	FAPIIS Record Number	Report Type
<input type="radio"/>	01/02/2005	0001	Defective Pricing

### FAPIIS Record Details

#### DOCUMENT INFORMATION

**Record Type:** Defective Pricing **Record Date:** 2005-01-02  
**Contract Award ID Number:** N451100Q08976  
**Contract Referenced Award ID Number:** GS12345678  
**NAICS:** 223354 **Product/Service Code:** 6543

#### AWARDEE INFORMATION

**DUNS:** DUNS01 **CAGE Code:** 1NLA7  
**Awardee Name:** Billings Machine and Tool, Ltd.  
**Doing Business As:** BMT, Ltd.  
**Address (1):** 4135 North Broadway  
**Address (2):** Suite 224B  
**City:** Portsmouth **Province/State:** NH **Postal/Zip Code:** 03801  
**Country:** United States

#### REPORTING AGENCY INFORMATION

**Agency Name:** DEPT OF THE NAVY  
**Contracting Office Code:** n65538  
**Contracting Officer Name:** Sam Tester  
**Phone Number:** 555-123-4567 x226 **FAX Number:** 555-123-4568



### Detail Record (Historical Record of Contractor Comments)

30



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## Detail Record (Contractor Comments Input)

<b>Enter Optional Comment Section</b>		
--In order to save comments, you must provide the following user information:		
Name:	<input type="text"/>	
Email:	<input type="text"/>	Phone: <input type="text"/>
--Enter comments here. Max 1000 characters.		
<div><div></div><div></div></div>		
<input type="button" value="Save Comments"/>	<input type="button" value="Cancel"/>	Current character count: <input type="text"/>



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## Additional Information

Help Desk (Mon-Fri 6:30am-6:00pm EST)

Commercial: 207-438-1690

DSN: 684-1690

Email: [webptsmh@navy.mil](mailto:webptsmh@navy.mil)



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Electronic Subcontracting Reporting System (eSRS)

Susan Williams





# Agenda

- What is Electronic Subcontracting Reporting System (eSRS)?
- Policy – FAR/DFAR
- Types of Subcontracting Reports:
  - Subcontract Reports (ISR)
  - Subcontract Reporting (SSR)
  - Subcontract Reporting (SDB)
- eSRS System Information - eSRS Data Flow
- eSRS Demo - eSRS Contractors Registration
- Tip for DoD Contractors Submitting Subcontracting Reports
- DoD Subcontracting Program: “The Basics 2011”



# Electronic Subcontracting Reporting System (eSRS)

- Electronic Subcontracting Reporting System (eSRS) is a Government-wide, electronic, web-based system where contractors submit required reports. <http://www.esrs.gov>.
- System eliminates the need for paper submissions and processing of Standard Form (SF) 294 and 295s.
  - Individual Subcontracting Report (ISR) replaces the SF 294
  - Summary Subcontracting Report (SSR) replaces the SF 295
  - Year –End Report
  - Small Disadvantaged Business Participation Report (SDB)



# Policy

- FAR 52.219-9
- DFARS 252.219-9
- Small Business Subcontracting Plan (and Deviations), identified different subcontracting plans and their reporting requirements.
- **Types of Subcontracting Reports:**
  - Individual Subcontract Plan requires Individual Subcontract Report (ISR) and Summary Subcontract Report (SSR)
  - Commercial Subcontract Plan requires Summary Subcontract Report (SSR)



# Subcontract Reports (ISR)

- Due April 30 and Oct 30 (semiannually)
- Includes subcontracting \$ from the beginning of the contract through the end of the reporting date (Mar 31 and Sep 30)
- Contractor identifies contract administering office if different from office awarding contract



# Subcontract Reporting (SSR)

- Individual Subcontract Plan (non-construction/maintenance)
  - Due April 30 and Oct 30 (semiannually)
  - SSR includes **all** subcontracting \$ under DoD contracts for a prime contractor and a subcontractor
  - Contractor identifies DoD Department/Agency which administers majority of its subcontracting plans
- Individual Subcontract Plan (construction/maintenance)
  - Due April 30 and Oct 30 (semiannually)
  - Separate SSRs to each DoD Department/Agency which awarded construction and maintenance type contracts





# Con't Subcontract Reporting (SSR)

- Commercial Subcontract Plan
  - Due Oct 30 (annually)
- SSR includes **all** subcontracting \$ for entire product line or service (both private sector and federal government)
- Contractor determines % attributable to federal government agencies (most likely should not be greater than 30%)
- Contractor identifies the agency that approved Commercial Subcontract Plan



# Subcontract Reporting (SDB)

## **Year-End Supplementary Report (SDB): (Oct 1- - Sep 30)**

- Submit with end-of year SSR (Individual Subcontract Plan)

## **SDB Participation Report:**

- If contract includes this reporting requirement, report can be submitted via eSRS



# eSRS System Information

## eSRS Data Flow



**Electronic Subcontracting  
Reporting System (eSRS)**



**Vendor**



**ISR or SSR  
Specifics**

- Date Submitted
- Reporting Period
- Prime or Sub
- Major Product or Service Lines
- Goal Dollars by Option Year
- Actual Dollars for Each Business Type



# eSRS Demo

## eSRS Contractors Registration

**eSRS** Integrated Acquisition Environment  
Electronic Subcontracting Reporting System

**Log-In or Register Now:**

[GOVERNMENT](#) [CONTRACTORS](#)

Please use Internet Explorer 6.0+, Mozilla Firefox 2.0+, or Apple Safari 3.0+ to access eSRS.

Department of Defense organizations that handle unclassified contracts will use eSRS in October 2008. Classified contract reporting should still be done through your government contracting official.

**Documents**

**User Guides**

- » [eSRS Contractor Guide](#)
- » [eSRS Agency Coordinator Guide](#)
- » [eSRS CO Guide](#)
- » [eSRS POC Guide](#)
- » [eSRS DGU Guide](#)

**Training Materials**

- » [eSRS Quick Reference for Federal Government Contractors filing SSR for Individual Subcontract Plan](#)
- » [eSRS Quick Reference for Federal Government Prime Contractors filing ISR](#)

[Training](#) [About eSRS](#) [FAQs](#)



# Tip for DoD Contractors Submitting Subcontracting Reports

- Tips for DoD Contractors Submitting Subcontracting Reports" is posted on the DAU website at the below link.

<https://acc.dau.mil/CommunityBrowser.aspx?id=228011&lang=en-US>





# DoD Subcontracting Program: The Basics

- The Basics for 2011 –  
“DoD Subcontracting Program” is posted on the Office of Small Business Program (OSBP) website at the below link.

<http://www.acq.osd.mil/osbp> under Doing Business with DoD



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## EProcurement Discussion



# EProcurement Overview

## EProcurement Background and Objectives

- Enterprise Procurement, also known as EProcurement, is one of the ongoing Enterprise Business System (EBS) projects supporting the *Director's Guidance for Fiscal Year 2010*. EProcurement will deliver key functionality improvements to EBS and bring effective warfighter support at optimal cost
- The goal of EProcurement is to create a single contract writing and contract administration tool within EBS
- The system extends DLA's Enterprise Resource Planning (ERP) procurement solution to support the end to end procurement process (Procure to Pay)
  - Includes procurement functionality for consumables, services, and depot level reparable (DLR)



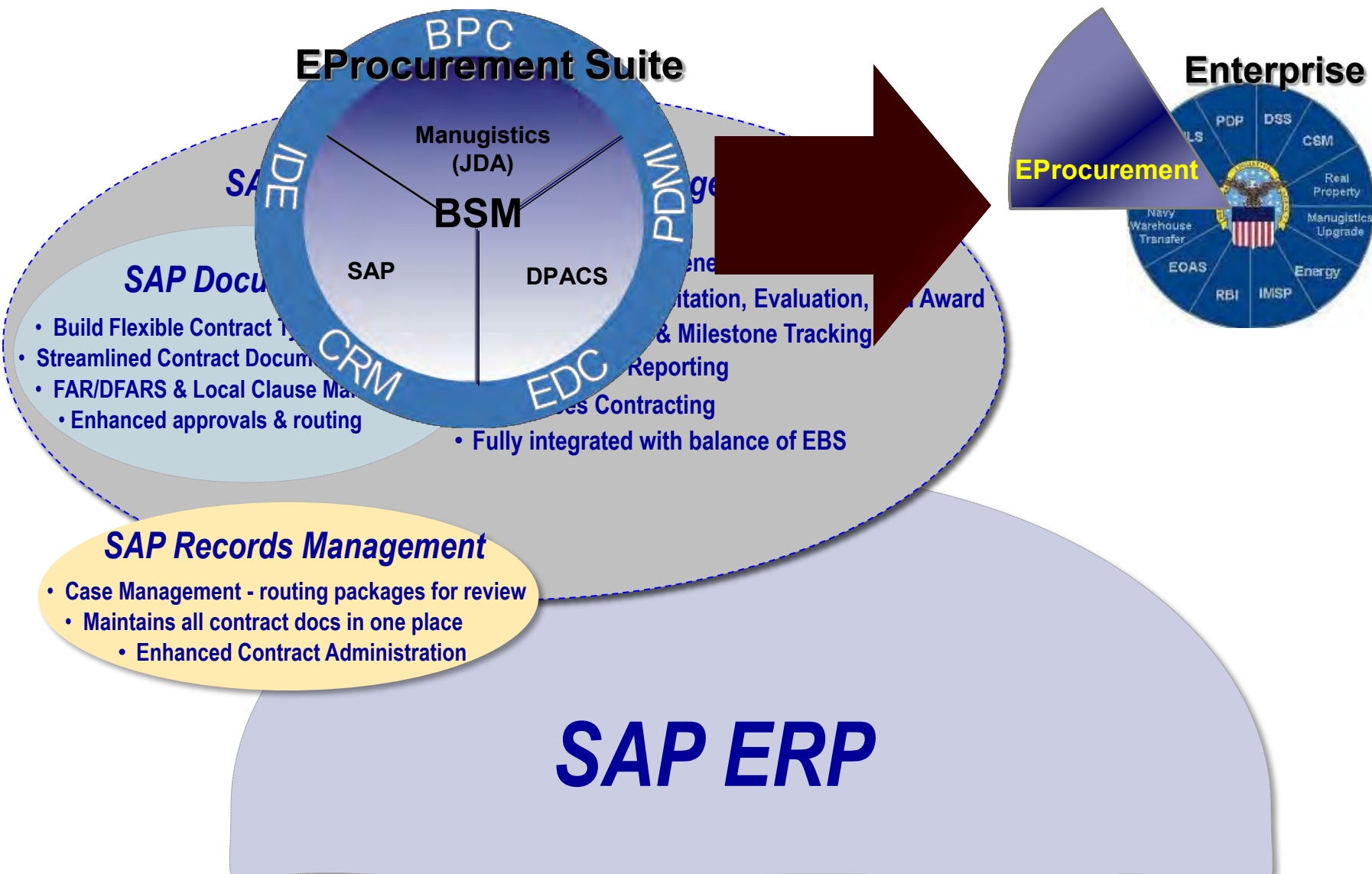
# EProcurement Overview

## EProcurement Background and Objectives

- The system is a suite of software applications to be integrated with existing SAP products, including:
  - SAP's Supplier Relationship Management (SRM) with Procurement for Public Sector (PPS)
  - SAP Document Builder
  - SAP Records and Case Management
- These new components will be integrated with existing SAP products, including SAP Enterprise Resource Planning (ERP), SAP Business Warehouse (BW) and SAP Enterprise Portal
- EProcurement will be rolled out to approximately 7,100 users



# What EProcurement will do...

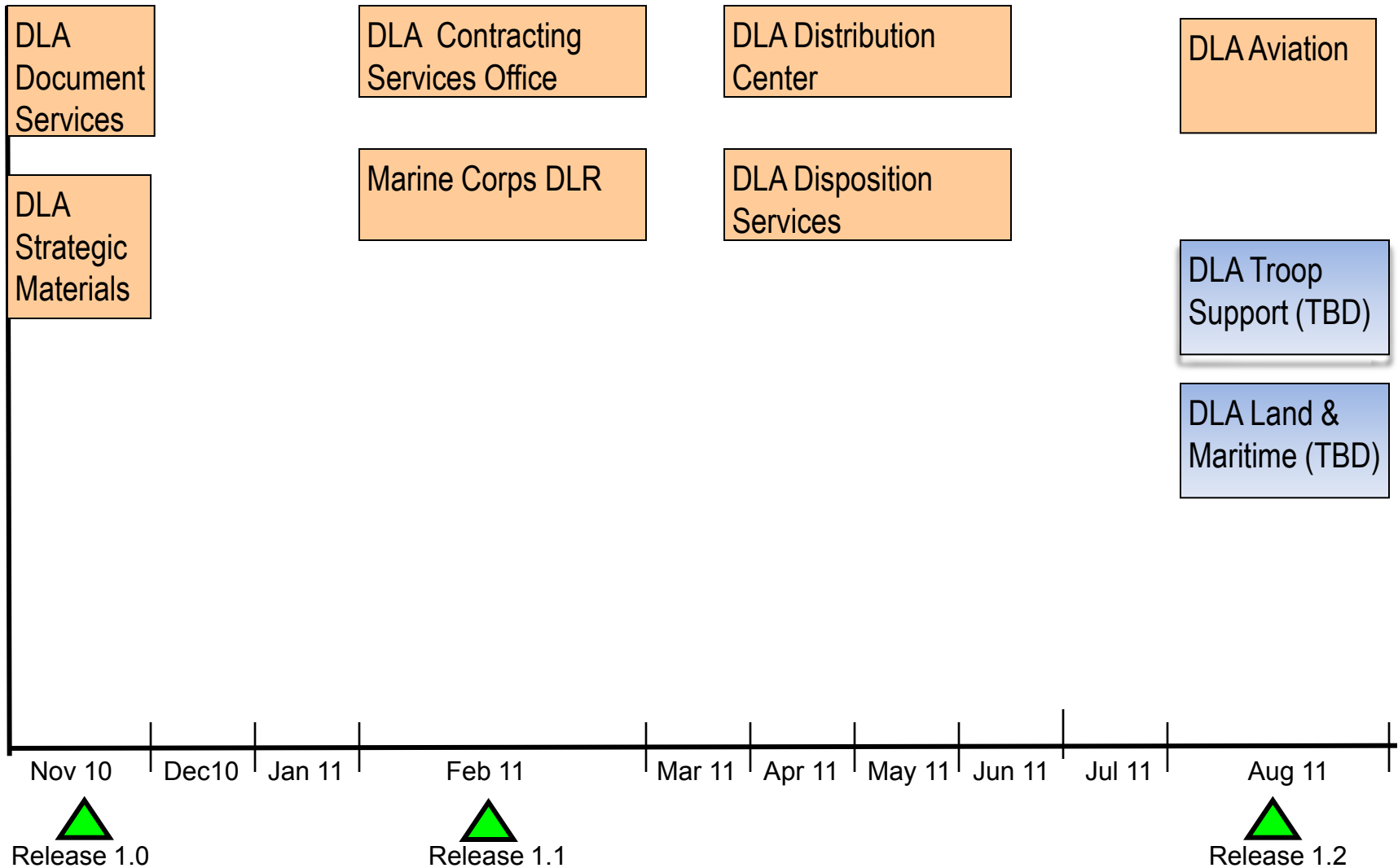






# EProcurement

## Release Schedule





# Release Compositions

	Release 1.0	Release 1.1	Release 1.2
<b>Organization(s)</b>	DLA Document Services and DLA Strategic Materials (~50 users)	DLA Document Services, DLA Distribution, DLA Disposition Services, DLA Strategic Materials, DCSO-P, and DLR (~320 users)	All DLA Organizations (~4000 core users)
<b>Scope</b>	Manual Delivery Order Process	<ul style="list-style-type: none"><li>• Manual one-time buy</li><li>• IMSP and DLR Baseline Manual Capabilities</li></ul>	Full Procurement Capabilities
<b>Deployment Approach</b>	Single deployment to Mechanicsburg, PA	Mechanicsburg New Cumberland, Philadelphia, Battle Creek, and Ft Belvoir	Staggered Deployment
<b>Percent of Full Functionality</b>	20%	50%	100%
<b>Percent of Total Users</b>	1.25%	8%	100%



# Release Compositions (cont'd)

Functionality	Release 1.0	Release 1.1	Release 1.2
<b>Manage Purchase Requisition</b>	<ul style="list-style-type: none"><li>Manually enter PR</li><li>Manually assign workload</li><li>CCR interface</li></ul>	<ul style="list-style-type: none"><li>Manually enter PR</li><li>Manually assign workload</li><li>CCR interface</li><li>MIPR processing</li></ul>	<ul style="list-style-type: none"><li>Automated PR processing</li><li>Automated workload management</li><li>LTC Tracker (manage LTCs)</li><li>Automated referrals</li></ul>
<b>Source &amp; Solicit</b>	<ul style="list-style-type: none"><li>PRs manually sourced against Long Term Contracts (LTCs)</li><li>SF1449 form used to generate solicitations</li><li>Manual Synopsis to FBO</li><li>Vendor quote loaded manually</li><li>Awards output on DD1155 or SF1449</li><li>FPDS-NG entered manually</li><li>Manual P-Card processing</li></ul>	<ul style="list-style-type: none"><li>Forms added including SF18, SF33, SF26, SF30, and SF1442</li><li>Interfaces for Depot Level Reparables</li><li>Interfaces with EPLS , EDA, and ORCA</li><li>Records Management (RM) repository</li><li>Local Forms generation</li><li>Bid evaluation support</li><li>EDI 850 and 860 (outbound)</li></ul>	<ul style="list-style-type: none"><li>Automated solicitations</li><li>Automated evaluations</li><li>Automated Delivery Order processing</li><li>Interfaces to FBO, ORCA, and FPDS-NG</li><li>Web posting of solicitations quotes, and awards</li><li>EDI 840, 824, and 860 (inbound)</li></ul>
<b>Manage Award</b>	Modifications to awards will be entered manually and SF30 will need to be produced outside of system.	Modifications to awards will be entered manually and SF30 will be produced within the system.	<ul style="list-style-type: none"><li>Automated Post Award Referral functionality</li><li>Extended RM functionality</li></ul>
<b>Manage Vendor Performance</b>	Performance tracked manually	Performance tracked manually	PPIRS updated automatically
<b>Receipt &amp; Invoice</b>	Receipts and invoices will be processed via WAWF or manually	Receipts and invoices will be processed via WAWF, EDI, or manually	Receipts and invoices will be processed via WAWF, EDI, or manually



# EProcurement Important Points

## Items of Interest to the Vendor Community:

- There may be brownout periods for solicitations and awards as items are migrated to the new system.
- Some minor changes to solicitation and award document formatting are possible.
- Some minor changes to EDI transaction formatting are possible.
- DLA Internet Bid Board System (DIBBS) functionality/document posting will not be available for sites going live in Releases 1.0 and 1.1 until Release 1.2 goes live.
- On-line Post Award Request (PAR) functionality will be available to vendors via DIBBS in Release 1.2.
- We will provide ongoing relevant information to vendors regarding all changes via the DIBBS website and direct communications from each DLA site to their vendor communities.



# Questions?



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## REVERSE AUCTIONS

27-30 JUNE 2011



# DLA Reverse Auction Process

- Web-based, price negotiation tool for competitive procurements in which suppliers continue to lower their prices until auction closes.
- Commercial or Non-Commercial Items that are either Fully Competitive or have Multiple Sources.

<https://govauctions.sourcing.ariba.com>



# DLA Reverse Auction Process

- **DLAD 52.215-9023 Reverse Auction (OCT 2009)**
- The Reverse Auction provision will be included in the solicitation. However, if the acquisition environment changes during the solicitation period, the RA provision can be negotiated into the process during discussions



# REVERSE AUCTION

## BREAKOUT SESSION

### 52.215-9023 Reverse Auction

#### 52.215-9023 Reverse Auction (JAN 2011) - DLAD

*The Contracting Officer may utilize on-line reverse auctioning as a means of conducting price discussions under this solicitation. If the Contracting Officer does not conduct a reverse auction, award may be made on the basis of initial offers or following discussions not using reverse auctioning as a pricing technique. If the Contracting Officer decides to use on-line reverse auctioning to conduct price negotiations, the Contracting Officer will notify offerors of this decision and the following provisions will apply.*

*(a) The award decision will be made in accordance with the evaluation factors as set forth in the solicitation. The reverse on-line auction will be used as a pricing technique during discussions to establish the final offered prices from each offeror. These prices will be used in conjunction with the evaluation factors stated elsewhere in the solicitation in order to make the award decision in accordance with the basis for award stated in the solicitation.*

*(b) Following the decision to conduct discussions using on-line reverse auctioning as a pricing technique, the Contracting Officer or his/her representative will provide offerors determined to be in the competitive range with information concerning the on-line auction process. The Government intends to use a commercial web-based product to conduct the reverse auction.*

*(c) Prior to or simultaneously with conducting the on-line reverse auction, the Contracting Officer may hold discussions with the offerors concerning matters appropriate for discussion, such as issues involving technical proposals or unbalanced pricing.*

*(d) Prior to the on-line auction, the Government will determine whether either all offerors' prices or just the lowest offeror's price(s) will be disclosed to other offerors and anyone else having authorized access to the on-line auction. This disclosure is anonymous, meaning that each offeror's identity will be concealed from other offerors (although it will be known to the Government). **If the Government opts to disclose one or more offerors' prices, only generic identifiers will be used for each offeror's proposed pricing (e.g., "Offeror A", or "lowest priced offeror").** By submitting a proposal in response to the solicitation, offerors agree to participate in the reverse auction and that their prices may be disclosed, including to other offerors, during the reverse auction.*

*(e) An offeror's final auction price will be considered its final proposal revision. No price revisions will be accepted after the close of the reverse auction, unless the Contracting Officer decides that further discussions are needed and final proposal revisions are again requested in accordance with [FAR 15.307](#).*

*(f) The following information is provided regarding the procedures to be followed if a reverse auction is conducted.*

*(1) Each offeror identified by the Contracting Officer as a participant in the reverse auction will be contacted by DLA's commercial reverse auction service provider to advise the offeror of the event and to provide an explanation of the process.*

(





# REVERSE AUCTION

## BREAKOUT SESSION

***2) In order for an Offeror to participate in the reverse auction, such offeror must agree with terms and conditions of the entire solicitation, including this provision, and agree to the commercial reverse auction service provider's terms and conditions for using its service. Information concerning the reverse auction process and the commercial service provider's terms and conditions is available at [https://govauctions.sourcing.ariba.com].***

***(3) Offerors shall secure the passwords and other confidential materials provided by the commercial reverse auction service provider or the Government and ensure they are used only for purposes of participation in the reverse auction. Offerors shall keep their own and other offerors' pricing in confidence until after contract award.***

***(4) Any offeror unable to enter pricing through the commercial reverse auction service provider's system during a reverse auction must notify the Contracting Officer or designated representative [insert name and contact information for designated representative] immediately. The Contracting Officer may, at his/her sole discretion, extend or re-open the reverse auction if the reason for the offeror's inability to enter pricing is determined to be without fault on the part of the offeror and outside the offeror's control.***

***(5) The reverse auction will be conducted using the commercial reverse auction service provider's website: [ <https://govauctions.sourcing.ariba.com> ]. Offerors shall be responsible for providing their own computer and Internet connection.***

***(6) Training:***

***(i) The commercial reverse auction service provider and/or a Government representative will provide familiarization training to offerors' employees; this training may be provided through written material, the commercial reverse auction service provider's website, and/or other means.***

***(ii) An employee of an offeror who successfully completes the training shall be designated as a 'trained offeror.' Only trained offerors may participate in a reverse auction. The Contracting Officer reserves the right to request that offerors provide an alternate offeror employee to become a 'trained offeror.' The Contracting Officer also reserves the right to take away the 'trained offeror' designation from any trained offeror who fails to abide by the solicitation's or commercial reverse auction service provider's terms and conditions.***

***(End of Provision)***



# DLA Reverse Auction Process

- If the Reverse Auction clause/provision is part of the solicitation, it does **not** have to be exercised. It provides the Contracting Officer the **option** to perform a Reverse Auction
- The Reverse Auction Representative from each supply chain will **prepare** a training or mock auction, **train** the contractors that will participate in the auction, **create** the auction, and **execute** the auction
- All Reverse Auction training is conducted using a Training or Mock auction prior to entering into a live environment



# DLA Reverse Auction Process

- The Mock or Training auction will allow all vendors in the **competitive range** to participate in the live mock auction. The items, quantities, and prices shown will be changed, so no offeror gains a competitive edge.
- All correspondence should be **emailed** to ensure continuity of information
  - **Questions:** Procurement related go to the Acquisition Specialist or Contracting Officer
  - **Questions:** Auction or system related should be sent to the Reverse Auction Representative



# DLA Reverse Auction Process

- **NO** proprietary information is shared with other offerors.
- In Low Price Technically Acceptable (**LPTA**) only the Low Price will be displayed in most cases, the vendor's name is **not** displayed on the screen.
- In a **Tradeoff** situation, where past performance, etc. is more important than price, usually you will only see your own **RANK**



# DLA Reverse Auction Process

- Auctions will last approximately 20-40 minutes depending upon the complexity of the acquisition situation.
- The end of the live auction will constitute **Final Proposal Revisions**, unless additional discussions are required by the Contracting Officer.
- The evaluation and award process is **not** changed by the reverse auction process.





# DLA Reverse Auction Process

- Successful offerors will be notified through the same processes currently in place.
- **Remember:** the Reverse Auction is **ONLY** a method of price negotiation.
- It is designed to save the government money and streamline the negotiation process **ONLY**.



# REVERSE AUCTION

## BREAKOUT SESSION

In addition to significant cost savings, this pricing tool provides:

### **Improved Acquisition Times:**

The online Reverse Auction tool improves the acquisition time by providing contracting officers and their respective buyers a ready, simple, and easy-to-use contracting method for negotiating prices quickly and efficiently. It also reduces the time required for item delivery because of the shortened price negotiation process.

### **Access to New Suppliers and Markets:**

Use of web-based acquisition tools opens new market opportunities/increased supplier base than prior acquisition techniques.



## CY 2011 Enterprise Wide Reverse Auction Actual Savings

	DLA Aviation	DLA Distrib.	DLA Troop Support	DLA Land & Maritime	
<b>2011 Total</b>	\$0	\$20	\$9.4K	\$513K	<b>DLA Wide \$522K</b>
<b>2010 Total</b>	\$37,382	\$0	\$1,975,710	\$825.00	<b>DLA Wide \$2.01M</b>

**To Date**  
(Jan10-Mar 11)

**DLA Wide  
\$2.53M**



# Sample of Reverse Auction Savings

<u>ITEM</u>	<u>SAVINGS</u>	<u>COMMENTS</u>
Vacutote Container	\$269,000	2 vendors participated. Initial offer was low offer at auction conclusion. Resulted in unit price savings of \$15 per unit from previous price paid.
Vacutote Container (Second RA for this Item)	\$82,000	4 vendors participated. RA resulted in a unit price savings of \$2.79.
Tamper	\$58,200	5 vendors participated. Initial low offer was low offer at auction conclusion. Low offeror submitted an alternate item that was approved, resulting in a unit price savings of \$194 from previous price paid.



# Fire Extinguisher Reverse Auction Details

## Items:

- NSN 4210-00-889-2491

Extinguisher, Fire, Dry Chemical, 10 lbs

I/A/W CID A-A-393A

Annual Demand Quantity: 82,675 ea

- NSN 4210-00-889-2492

Extinguisher, Fire, Dry, Chemical, 20 lbs

I/A/W CID A-A-393A

Annual Demand Quantity: 19,601 ea

## Auction

- Six (6) vendors participated in auction:
  - 2 Manufacturers & 4 Dealers
- Scheduled time: 20 minutes
  - Quiet period: 3 minutes
- Total time of auction: 22 minutes
- Final negotiated unit prices:
  - Item 0001: \$30.00
  - Item 0002: \$60.00

## History:

- NSN 4210-00-889-2491

11/2009 SPM8EH10V0112 284 ea \$42.80 \$12,155.20

7/2009 FFBBCI GSA 320ea \$40.55 \$12,976.00

- NSN 4210-00-889-2492

2/2010 SPM8EG08D0018 2000 ea \$61.92 \$123,840

12/2009 SPM8EG08D0012 2358 ea \$63.00 \$148,554

## Savings:

- NSN 4210-00-889-2491

- Government estimate \$38.68

- Final Reverse Auction Price \$30.00

- NSN 4210-00-889-2492

- Government estimate \$67.94

- Final Reverse Auction Price \$60.00

**5 Year Savings: \$4,366.254.70 (19.3%)**



# REVERSE AUCTION

Demonstration: by Michael Massello





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Supply Chain Focused Research and Development

**DLA Industry Conference & Exhibition**

**Matt Hutchens**

**June 30, 2011**



# Agenda

- **DLA Supply Chains and R&D Overview**
- **President's Budget Programs**
  - Industrial Preparedness (ManTech)
  - Logistics R&D Technology Demonstrations
  - Small Business Innovation Research
- **Discussion & Questions**



# Global Supply Chains

## Troop Support

- **Class I: Subsistence**
  - Food Service
  - Produce
  - Operational Rations
- **Class II: Clothing & Textile**
  - Recruit Clothing
  - Organizational Clothing & Individual Equipment
- **Class IV/VII: Construction & Equipment**
  - Facilities Maintenance
  - Equipment
  - Wood Products
  - Safety & Rescue Equipment
- **Class VIII: Medical**
  - Pharmaceutical
  - Medical/Surgical Equipment



## Aviation

- **Class IX:**
  - Engine Components, Air Frames
  - Flight Safety Equipment, Maps
  - Environmental Products

## Land and Maritime

- **Class IX: Maritime**
  - Valves, Fluid Handling
  - Electrical/Electronics
  - Motors, Packing/Gaskets
- **Class IX: Land**
  - Wheeled, Tracked & Heavy Vehicle Parts
  - Vehicle Maintenance Kits
  - Power Transmission/Engine/Suspension Components
  - Tires, Batteries and Small Arms Parts

## Energy

- **Class III: Energy**
  - DoD Executive Agent for all Bulk Petroleum
  - Natural Gas, Coal, Electricity
  - Aerospace Energy

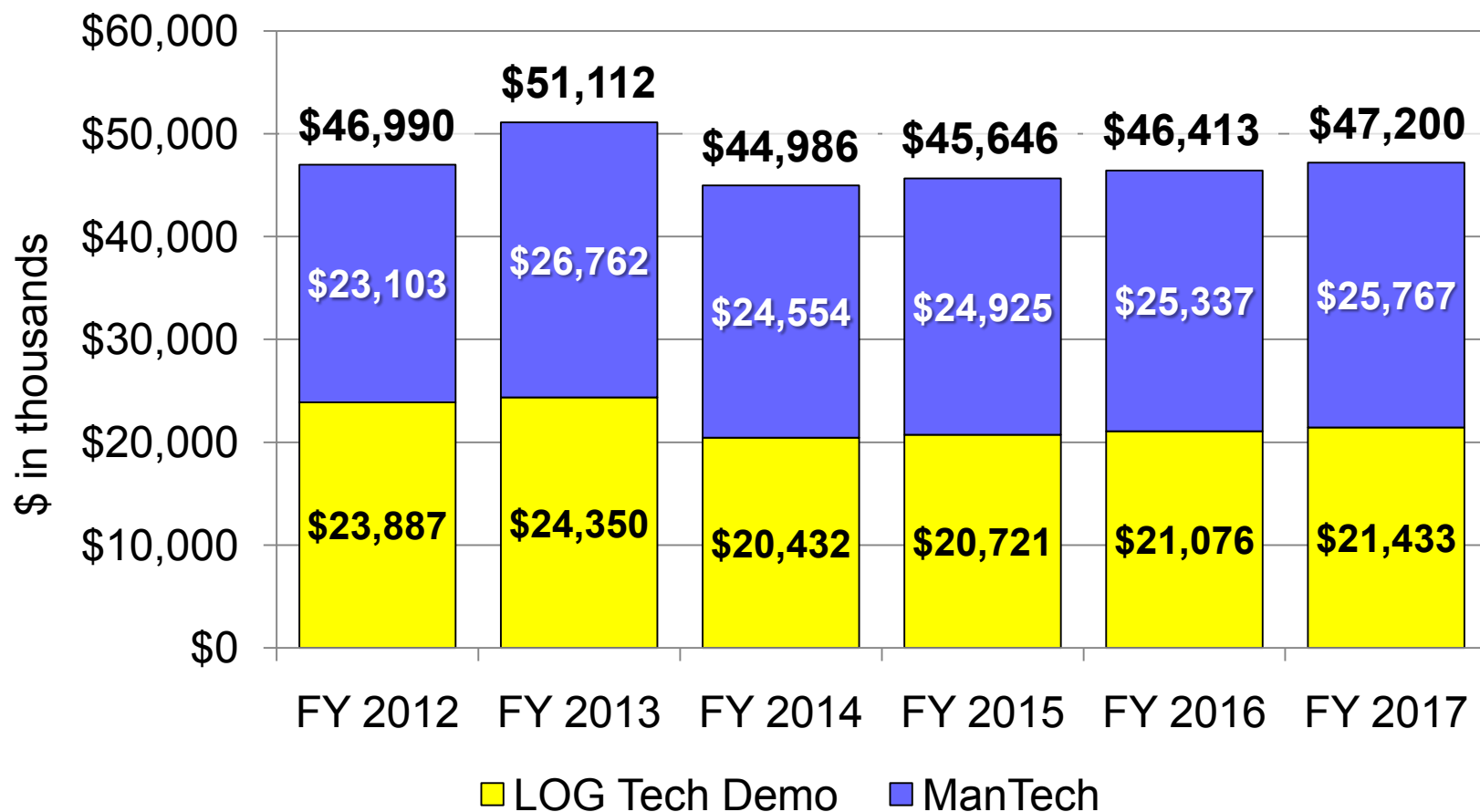


# DLA Logistics Research and Development Program

- The goal of the DLA R&D Program is to identify and develop advanced technologies to better support the warfighter
- R&D is aligned to Supply Chains and Service activities to encourage and enable implementation
- A governance structure is in place, engaging senior DLA leaders in sponsoring R&D projects and managing the program
- Each Supply Chain has a portfolio of R&D Projects - there are 80-100 ongoing projects overall



# DLA R&D Funding FY 12 – FY 17





# FY 11 President's Budget Logistics R&D Portfolio

Subsistence	Clothing & Textiles	Medical	Energy	Const / Equip	Maritime	Land	Aviation
Combat Rations Network \$1.9	Customer Driven Uniform Mfg. \$4.2	Medical Logistics Network \$2.8	Energy Readiness \$2.2	Castings \$2.6			
				Forgings \$1.2			
	Tent Network \$1.0			Weapon System Sustainment \$5.6			
				Microcircuit Emulation \$10.8			
				Battery Network \$1.0			
Supply Chain Enablers							
Supply Chain Management \$3.0							
Strategic Distribution and Reutilization \$3.6							
Defense Logistics Information Research \$2.3							
0708011S - Industrial Preparedness (ManTech)				0603712S - Logistics R&D Tech Demo			
Small Business Innovation Research (\$TBD)							





# Agenda

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# Material Acquisition - Electronics

## R&D Challenge:

- Microcircuit commercial life cycle is 18 months
- Military life cycle can be decades
- Emerging obsolescence in Linear Microcircuits

## Objective:

- Develop a sustainable capability to design and produce MIL-qualified form, fit, function microcircuits in U.S. based unified manufacturing process

## Accomplishments:

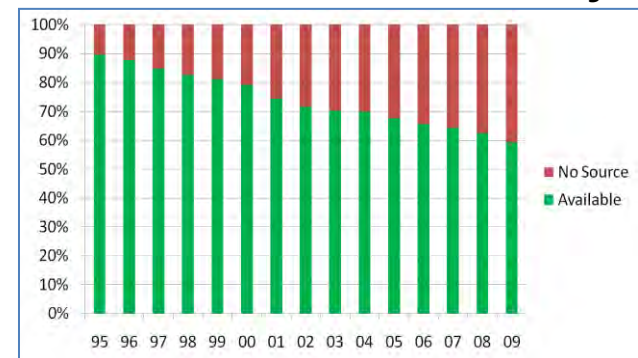
- 100,000 parts in 350 different systems – \$700M cost avoidance
- Zero failures
- Supporting parts from over a dozen different former sources
- Technology “feeder” to the Generalized Emulation of Microcircuits (GEM) Program

## Plan:

- Develop increasingly higher performance Digital microcircuit emulation capability
- Begin developing Linear microcircuit emulation capability to address emerging requirements
- Ensure sustainability of existing and planned capabilities



## Linear MILSPEC Availability





# Advanced Casting Technology (PRO-ACT)

## R&D Challenges:

- Castings are a disproportionate share of unfilled orders
- Fragile supply chains – hidden sole sources

## Objectives:

- Improve responses to solicitations
- Improve casting manufacturing technology

## Accomplishments:

- 4,339 solicitations, valued at \$60M, matched to existing casting tooling records. Total number of foundries listed in the casting supplier database is currently 291
- Published guidelines to select filler metals & welding parameters to reduce corrosion in steel castings
- Developed digital radiography acceptance standard to quantify performance of steel castings
  - Eliminated use and storage of x-ray film

## Plans:

- Developed digital radiography standard for thin section steel castings
- Complete industrial trials to validate simulation software that predicts performance of steel castings
- Complete testing of beryllium-free cast aluminum alloy for incorporation into Metallic Materials Properties Development and Standardization Handbook





# Forging Advanced System Technology (PRO-FAST)

## R&D Challenges:

- Forgings are a disproportionate share of unfilled orders
- Fragile supply chains – hidden sole sources

## Objectives:

- Improve responses to solicitations
- Improve forging manufacturing technology



## Accomplishments:

- Tooling database with 62,000 part numbers or National Stock Numbers
- Refined the new software for Lean Manufacturing capabilities at forge shops
- Addressed over 170 unique assistance requests for sourcing or tooling with an estimated savings of \$900K

## Plans:

- Metal and Process Optimization project to evaluate production methods and materials as a decision making guide
- Implement an alpha version of Lean Manufacturing software for forge shops



# Combat Rations Network (CORANET)

## R&D Challenges:

- Quality rations in varied environments
- Surge requirements

## Objectives:

- Improve quality of rations through process, packaging, and formulation improvements through collaborative research
- Improve producibility of rations by introducing enhanced or new production equipment design with likelihood of transition to industry



## Accomplishments:

- Wet pack fruit improvement by using fresh fruit vs. re-packaging canned fruit
- Non-destructive seal tester saves >\$700K annually in destroyed group tray rations
- Ultrasonic sealing technology estimated to save >\$300K annually in destroyed and reworked ration pouches that result from traditional heat seal technology
- Extended Shelf Life Shell Eggs packaging design completed

## Plans:

- Meal, Ready-to-Eat (MRE) assembly improvement
- Transition Extended Shelf Life Shell Eggs technology to industry
- Improve MRE packaging





# Battery Network (BATTNET)

## R&D Challenge:

- Leverage advanced technologies to benefit DoD battery logistics

## Objectives:

- Develop manufacturing solutions for critical mobilization requirements, lower DoD battery costs, address material shortage issues, improve domestic battery manufacturing and surge capabilities, and streamline logistics practices by mobilizing industry partnerships and implementing best practices

## Accomplishments:

- Program established in 2010 with DoD battery community of technical experts and industry partners
- Three projects approved for 2011 improving manufacturing processes and lowering costs of critical military lithium-ion rechargeable batteries

## Plan:

- Award additional short term projects in 2012 that have been reviewed by the Power Sources Technical Working Group. Identify and develop alternatives for older carbon-zinc and nickel-cadmium batteries in DLA supply chain







# Customer Driven Uniform Manufacturing (CDUM)

## R&D Challenge:

- Clothing and Individual Equipment
  - Unique and proprietary materials
  - Military-unique design,
  - Limited industrial base

## Objectives:

- Supply Chain Process Reengineering and Advanced Technology for Military Clothing
- Manufacturing Methods for Product Performance and Quality Improvement
- Shared asset visibility and Central Issue Facility Process Re-engineering

## Accomplishments:

- Successful demonstration of supply-chain wide, integrated Radio Frequency Identification (RFID) technology at pallet, case and **item**
  - Inventory discrepancies reduced from 4.9% to 0.2%
- Fabric color measurement technology development

## Plans:

- Streamlined processes for item level RFID at Clothing and Textile manufacturers' facilities
- Automated fabric shade development and evaluation
- C&T technical data package data integration and communication to manufacturers





# Agenda

- DLA Supply Chains and R&D Overview
- **President's Budget Programs**
  - Industrial Preparedness (ManTech)
  - **Logistics R&D Technology Demonstrations**
  - Small Business Innovation Research
- Discussion & Questions



# Strategic Distribution & Reutilization

## R&D Challenge:

Legacy capabilities inadequate for emerging worldwide distribution, disposition, reutilization, and retrograde requirements

## Objective:

Warfighter Support Enhancement and Stewardship Excellence tools for DLA's global military and humanitarian-support operations by technology insertion and doctrine updates

## Accomplishments:

- DLA Distribution Expeditionary deployed to Afghanistan summer 2010
- Node Management fielded as Afghanistan Logistics Common Operating Picture
- Humanitarian asset-visibility systems developed for worldwide disaster relief missions
- DLA Disposition Services Simulation Lab established for R&D and Workforce Development
- Multiple follow-on R&D projects initiated to build on past successes

## Plans:

- Stock Positioning Extended—right material, right place, right time for expeditionary ops
- Humanitarian Expeditionary Logistics Program—coordination of disaster relief ops
- Analyze, develop, and demonstrate improved transportation and packaging capabilities
- Improve DLA Disposition Services through exploration of process advancements, life-cycle integration, and simulation laboratory experimentation





# Weapon System Sustainment

## R&D Challenge:

Technology & analysis for improvements to logistics processes

## Objectives:

- Inventory management optimization
- Technical/Quality process improvement

## Accomplishments:

- Peak policy pilot for infrequently demanded items
  - Reductions in Purchase Requests and Customer Wait Time; investment held constant
- Analysis of backorder reduction via tech data package scrubbing
  - 33% lead-time reduction; 36% fewer aged backorders
- Product quality deficiency analysis tool
  - Quicker identification of systemic quality issues with items or suppliers

## Plans:

- Pilot advanced management of frequently demanded items
  - 50% inventory investment reduction; 20% reduction in procurement actions
  - No sacrifice in customer service
- Demonstrate technology solutions to battle counterfeit part entry in supply chain
- Pilot advanced tools and processes to efficiently identify bad actor suppliers





# Defense Logistics Information Research

## R&D Challenge:

- Automated capture of commercial and engineering data into the Federal Logistics Information System

## Objective:

- Improve the quality, speed, and cost of logistics data acquisition and management



## Accomplishment:

- Model Based Enterprise pilots with USAF A-10 to use 3D, model based logistical data.
- Parametric search tools are beginning transition to production system.
- Development and sustainment of Commercial Master Data File is being adopted by DLA Logistics Information Service in support of parts management function

## Plans:

- Provide tools to military activities via DoD Engineering Drawing & Modeling Group
- Initiate projects in technical data mining





# Supply Chain Management

## R&D Challenge:

- Urgent requirements arise between budget cycles

## Objective:

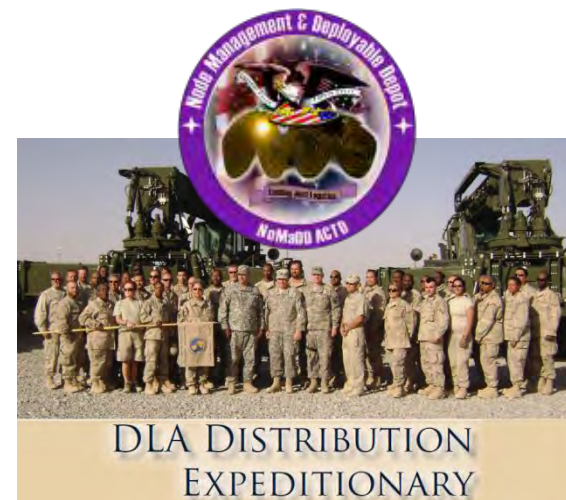
- Quickly address opportunities and problems
- Fund until next budget cycle

## Accomplishments:

- Started NoMaDD – DLA's first Advanced Concept Technology Demonstration – that validated DLA Distribution Expeditionary
- Started the Standard Unit Price (SUP) evaluation project that benefited Defense Working Capital Fund by \$20 million and improved part management for MRAP and LCAC.
- Jumpstarted – DNA Part Marking, First Destination Transportation/Packaging Initiative, Industrial Base Exchange 2 and Strategic Material Management System

## Plans:

- Support residual requirements from the TENTNET Program
- Transition SUP and MRAP projects to DLA and Army Operations & Maintenance funding, respectively
- Emerging requirements for Network Centric Manufacturing







# Energy Readiness

## R&D Challenges:

- Petroleum Supply Chain
  - Rapidly address emergent product issues
  - Explore new technologies and processes
- Emerging energy solutions
  - Demonstration, test & certification of alternative fuels
  - Explore technologies to reduce energy logistics footprint and environmental impact



## Objectives:

- Improve Class IIIB supply chain (products, processes, infrastructure)
- Position DLA to support future alternative fuel requirement
- Explore alternative energy solutions



## Accomplishments:

- Alternative Fuel Engine Test Project – Successful engine testing of synthetic fuels
- Cold weather additives for biodiesel – Identified most effective commercial additives to improve low temperature properties of biodiesel blends
- FY10 National Defense Authorization Act Section 334 Congressionally Study – Provided comprehensive review of current and projected capabilities in the alternative fuel industry, and feasibility analysis of integrating alternative fuel into the DoD supply chain;

## Plans:

- Supply chain improvement – product, infrastructure, processes
- Partner with Military Services – alternative fuels



# Medical Logistics Network

## R&D Challenge:

- Improve labor-intensive, manual, and sub-optimal medical logistics business processes

## Objective:

- Create innovative software and business solutions to improve commercially based Medical supply chain operations

## Accomplishments:

- Developed web service infrastructure & pilots to enhance Enterprise data-sharing
- Developed new passive packaging concepts for temperature-sensitive materiel over all required temperature ranges
- Developed common business processes and defined the transition plans driving evolution to the Defense Medical Logistics Enterprise. The architecture links relevant national capabilities to global medical operations in concert with broad transformation initiatives in DoD, including the Net-Centric Joint Functional Concept and Joint Force Health Protection Transformation.

## Plans:

- Mature web service development, integrate with data sources, and deploy for users as part of new \$5B prime vendor contract
- Eliminate three major manual business processes and move to IT-based automated approach





# Tent Network (TENTNET)

## R&D Challenges:

- Difficulties in meeting surge requirements
- Lack of standardization
- Antiquated manufacturing technologies

## Objective:

- Improve capability of tent supply chain through government/industry/academic collaboration



## Accomplishments

- Developed a simulation tool to optimize inventory investments for improved surge
  - Currently in transition phase
- Developed automated manufacturing module to increase surge capability
  - Currently testing on production floor

## Plans:

- Increase ordering of MILSPEC tents by improving e-commerce capability
- Expand capability of simulation tool to other supply chains



# Agenda

- DLA Supply Chains and R&D Overview
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  - **Small Business Innovation Research**
- Discussion & Questions



# Small Business Innovation Research (SBIR)

## R&D Challenge:

- Advanced manufacturing processes

## Objective:

- Lower cost spares for older weapon systems

## Accomplishments (since FY 07)

- 26 Phase I Contracts awarded + 7 pending
- 8 Phase II Contracts awarded + 1 pending

## Plans:

- Continued focus on manufacturing
- Award 6-8 Phase I contracts
- Award 2 Phase II contracts

**Materials Innovation TECHNOLOGIES**

**MODUMETAL**

**Nanometrics**

**THIRD WAVE SYSTEMS**  
2 awards

**Elka Precision**

**imaginestics**

**SMRC**  
SYSTEMS & MATERIALS RESEARCH CORPORATION  
Pending award

**Advanced Powder Solutions, Inc.**  
[www.apowders.com](http://www.apowders.com)



# Discussion & Questions

What R&D ideas do you have to help your company support DLA's supply chains and strategic goals?

- Warfighter Support Enhancement
- Stewardship Excellence
- Workforce Development.

Stop by the DLA R&D exhibits.



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



30 June 2011

# Sustaining Warfighter Support while Reducing Cost

IDENTIFYING SAVINGS AND IMPROVING  
DLA'S SUPPORT TO THE WARFIGHTER

PRESENTED BY:

**PHILIP R. TOMBAUGH**

**DIRECTOR, GLOBAL PUBLIC SECTOR**

# Dramatically Decreasing Budgets Will Require Significant Behavior Change

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## Mandates for dramatic improvements exist

- Under Secretary Ashton B. Carter:
  - “We cannot support our troops...unless we achieve greater efficiency”
  - “DO MORE WITHOUT MORE”

## \$100B U.S. defense spending cut is just the start...\$200B? \$400B?

- Culture change is required
- Industry Best-In-Class supply chain management costs are less than 6% of sales<sup>1</sup>
- Adaptive logistics and flexible supply chains are key

## Customers will look for alternatives if they can't find value within DoD

***Anyone can be low-cost and low-performance – DoD must strive to deliver top performance at best value***

# PRTM Gained Significant Insights from its *2011 Commercial Global Supply Chain Trends Study*

The study identified supply chain flexibility as a key to supply chain optimization

Five themes were identified for how to optimize in a downturn:

*Today's Focus*

1 Engaging in End-to-End Planning / Sales and Operations Planning (S&OP)

2 Improving Supply Assurance

3 Achieving Competitive Advantage through Superior Collaboration

4 Utilizing partner supply chain architectures to extend capabilities

5 Linking Product Development to Supply Chain Planning

Share focus on  
improving collaboration

Although DoD's mission is different from industry's, increased pressures for improved service at lower costs offer a window of opportunity to adopt relevant commercial practices

# Tangible Benefits are Realized from Implementing Collaborative Planning Practices

## 1 Engaging in End-to-End Planning / Sales and Operations Planning (S&OP)

**89% of industry leaders have implemented mature collaborative planning practices that involve all key organizational functions and partners**

**Several opportunities exist for DLA to improve planning:**

- Increase detailed understanding of future customer demand and criticality
- Focus inventory positioning model on customer-facing considerations
- Measure wait time and reliable on-time delivery from customer's perspective

***Focus on understanding future customer demand and delivering total value to the customer***

# Study Participants Regard Supply Assurance as a Primary Lever to Increase Flexibility

2

## Improving Supply Assurance

**Supply assurance is a supplier's ability to deliver goods to respond to a customers' needs**

**78% of aerospace companies view supply assurance as critical to ensuring flexibility due to their high dependence on suppliers/partners**

**Several opportunities exist for DLA to improve supply assurance:**

- Work internally to streamline contracting processes
- Work with suppliers to improve on-time delivery

***Focus on streamlining contracting processes while also holding suppliers accountable***



# Change is Necessary to Sustain Support in an Era of Decreasing Budgets

---

**Increasing synchronization with suppliers and connections with customers will yield better performance and lower costs**

- Industry has made these changes and DLA can leverage commercial knowledge

**DLA has made progress but continued evolution is critical to meet budget requirements without sacrificing service levels**

- Decrease supplier variability through better contracting and accountability
- Improve planning and forecasting
- Evolve inventory models to focus on customer value

*Innovation of practices, processes, and methods are at the core of delivering “more without more”*



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Value Management

Sue Caso-Bolnick,  
Mark Cutler,  
Robert Volk  
June 28-30, 2011



# Agenda

- Value Management (VM)/Value Engineering Defined
- DoD Efficiency Initiatives and VM
- Source Development
- Replenishment Parts Purchase or Borrow (RPPOB)
- Value Engineering Change Proposals (VECP's)
- Sustaining Engineering (SE)
- Castings and Forgings
- Additional VM Programs Managed at DLA
- Summary
- Points of Contact



# Value Engineering/Value Management

- Value Engineering is an organized/ systematic approach used to analyze the function(s) of systems, equipment, facilities, services, and supplies to achieve the essential function(s) at the lowest life cycle cost consistent with required performance, reliability, quality, and safety.
- Bottom Line: Identify and Eliminate unnecessary cost!
- Value Management is the overarching term used at DLA to integrate many cost reduction and customer focus programs.



# DoD Efficiency Initiatives and VM

- September 2, 2010 Memo, Subject: Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending, Under Secretary of Defense for Acquisition, Technology, and Logistics
  - Target Affordability and Control Cost Growth
  - Incentivize Productivity and Innovation in Industry Initiative
  - Promote Real Competition
  - Reduce Non-Productive Processes and Bureaucracy
- DLA Goal to Deliver Effective Warfighter Support at optimal cost – Conference Theme
- Value Management tools contribute to the above



# Source Development

- Source Development includes several functions that are intended to aid procurement activities in obtaining hard-to-procure items
- Leverages relationships with suppliers and service engineering activities
- Targets items with no-sources, nonresponsive-sources, or overpricing issues
- Accomplished primarily through:
  - In-house reverse engineering
  - Contractor reverse engineering
  - Source Approval Request (SAR) development (contractor)
- Aggressive development of new programs targeting reverse engineering as an improved solution







# Source Approval Requests (What is a SAR?)

A Source Approval Request is a Contractor's proposal to Supply Technical Data on a Specific item of supply, in an effort to become an Approved Source

**Your unsolicited SAR, needs to be submitted to DLA for evaluation**



# SAR

- Submitted packages must be IAW DLAD 52.217.9002
- Offerors must furnish complete copies of all drawings, technical specifications and testing data required to clearly describe the characteristics and features of the item being offered
- The data submitted must also cover design, material, performance, function, and testing criteria of the product offered



# SAR

When submitting your SAR package, submit to:

## **DLA Land & Maritime**

Directorate of Business Process Support  
Alternate Offer Monitor (BPP)  
P.O. Box 3990  
Columbus, OH 43218-3990  
OR

Electronically submit to:

[DSCC AO-SAR@dla.mil](mailto:DSCC AO-SAR@dla.mil) (file should not exceed 10Mb)

## **DLA Troop Support**

ATTN: Neil Kovnat  
700 Robbins Ave.  
Philadelphia, PA 19111-5092  
(215) 737-4300  
[Neil.Kovnat@dla.mil](mailto:Neil.Kovnat@dla.mil)

## **DLA Aviation**

Competition Advocate SAR Program  
8000 Jefferson Davis Highway  
Richmond, VA 23297-5100  
Phone: (804) 279-3557

Do not send product samples with your SAR package



# Replenishment Parts Purchase or Borrow Program

RPPOB



# Why RPPOB?

- Statutory Requirement
  - Defense Procurement Reform Act of 1984
    - Public Law 98-525, Section 1216(a)
    - Codified at Title 10 U.S.C. 2320(B)
- Promote full and open competition
- Develop new sources
  - Sole Source
  - Limited Competition Items





# RPPOB – What it is Not

- Not intended to proof their manufacturing
- Not available on solicitations/contracts when:
  - In accordance with a specification
  - In accordance with a drawing
- Not to test a competitor's part



**Purpose: Develop New Sources**





# RPPOB Process

- Contractor request received
- Item reviewed as an RPPOB candidate
- Contact with ESA for approval to bail out
- Contractor provides monies and signs the agreement
- Item directly sent to Contractor
- Contractor provides alternate offer data package
- Data package sent to ESA for final approval
- System updated with approval



# RPPOB Methods

- Statutory Requirement
- Direct Purchase
  - Contractor buys at Standard Unit Price (SUP)
  - Item is not returned
- Bailment
  - Item loaned at SUP
  - SUP held in Trust by DFAS
  - SUP monies returned (If item is returned in “A” condition)
- View of Part - Contractors may inspect part in a designated area





# Benefits of RPPOB

- Break Sole Source
  - Average 30-40% in procurement savings
- Provide additional sources on limited source items
- Provide source for obsolete items
- Reduce cost through enhanced competition
- Potential for Unlimited Rights Technical Data Packages (TDPs)

**Increased Competition = Lower Cost to Taxpayers**



# Value Engineering Change Proposals

## VECPs



# Value Engineering Change Proposals

- Contractual method to share savings
  - Improve DoD supplies and/or equipment
  - Savings shared between Contractor and DoD
  - Described in FAR Part 48 and Clause 52.248-1
- Improvements include any price savings
  - Processes
  - Materials
  - Manufacturing techniques
  - Other





# Rules and Tools

- VECP clause in most DLA contracts >\$25K
- Clause can be added by modification
- VECP can only be received on an instant contract
- Typical share ratio: 50/50
- Collateral lifecycle savings may be negotiated





# Sustaining Engineering Program

SE



# Sustaining Engineering

- Proposals solicited from all services
- Proposals evaluated by DLA Aviation and DLA Land and Maritime teams
  - Value Management Team lead
  - Weapon System Support Manager (WSSM)
  - Cognizant DLA Aviation/Maritime/Land Application Team
    - Engineer/technical
    - Product Assurance
    - Buyer
- Selections funded/implemented in order of
  - Date of receipt
  - Weapon system support impact
  - Overall best value to customer
- Accepted proposals funded by DLA
  - Coordinated with ESA
  - Funds available FY11: \$5M





# Project Selection Criteria

- DLA managed item
- Minimum ROI of 10:1
  - Lifecycle savings
- Make positive impact
  - Operational readiness
  - ALT/PLT
  - Item demand
  - Unit price
- Reduce field maintenance actions
- Improve competitive position
  - Availability of tech data
  - Increase sources of supply





# DLA Casting and Forging Assistance Tools



# Forging Advanced System Technology

- R&D Challenges:
  - Disproportionate share of unfilled orders
  - Fragile supply chains – hidden sole source
- Objectives:
  - Reduce unfilled orders
  - Improve forging technology
- Accomplishments:
  - Tooling database with 62,000 part numbers and/or National Stock Numbers
  - Developed new software for Lean manufacturing capabilities at forge shops
  - Developed Spray Metal Tooling Machine, Rapid Solidification Process (RSP)
- Plans:
  - Metal and Process Optimization (MPO) project to evaluate production methods and materials as a decision making guide for spare and repair parts
  - Automate Job shop Lean & six sigma integration – Reduce energy to move material
  - Email alert of new solicitations to forge shops with existing tooling or capabilities
  - Laser Deposition of Tooling, an additive Mfg technology for Forging Die Repair

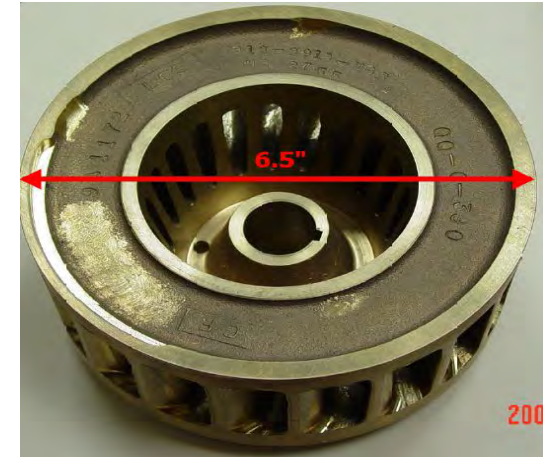


\$ in Millions	2009	2010	2011	2012	2013	2014	2015
PRO-FAST	1.182	1.145	1.230	1.252	1.268	1.290	1.313



# Casting for Improved Readiness

- R&D Challenges:
  - Disproportionate share of unfilled orders
  - Fragile supply chains – hidden sole source
- Objectives:
  - Reduce unfilled orders
  - Improve forging technology
  - Improve responses to solicitations
- Accomplishments:
  - 22K tools in database & \$1.5M/mo of solicitations pushed to foundries w/tooling
  - Digital radiography Std for steel investment castings – Eliminating film use/storage
  - Developed & tested mechanical properties of E357 – Beryllium free Cast aluminum alloy
  - Three projects striving to lighten cast components – Reducing weight to save fuel
- Plans:
  - Finalize new digital radiographic casting standards with ASTM International
  - Publish guidelines to select filler metals & welding parameters to reduce corrosion on the welds of SS castings.



\$ in Millions	2009	2010	2011				
CIR	2.4	.94	? CR				





# National Forging tooling Database (NTFD)

NTFD is available commercially through  
Haystack Gold:

[http://engineers.ihs.com/products/procurement/  
haystack-logistics/haystack\\_lp.htm?ocid=  
haystack\\_lp&s\\_kwcid=haystack%20gold|523548435](http://engineers.ihs.com/products/procurement/haystack-logistics/haystack_lp.htm?ocid=haystack_lp&s_kwcid=haystack%20gold|523548435)

NFTD



# Additional Casting Resources

- **Defense Tooling Locator**  
<http://www.defensetooling.net>
- **Steel Founders Society of America**  
<http://www.sfsa.org>
- **America Founders Society Inc.**  
<http://www.diecasting.org>
- **Non-Ferrous Founders Society**  
<http://www.nffs.org>
- **American Metalcasting consortium**  
<http://www.amc.aticorp.org>



# Additional Value Management Programs Managed at DLA



# Additional VM Programs

## Reverse Engineering

- Performed using Gov't resources
- Items ordered from Gov't stock
- Identifies physical, material, mechanical, and environmental properties
- Test requirements identified/determined
- Technical Data Package developed for use in full and open competitive acquisition



## Organic Manufacturing

- Utilize manufacturing capacity of government labs/arsenals when private industry cannot meet our needs
- **Public** (organic) and **Private** sources cannot compete against each other for awards!
  - Exceptions:
    - Price: quoted price is formally determined to be unacceptable
    - Delivery: quoted delivery time frame does not meet our requirements.



# Summary

- DLA's Value Management Office provides support
  - Government
  - Customers
  - Suppliers
- Our focus
  - Provide solutions on problem parts
  - Reduce acquisition and support costs
- For further information
  - Contact attached P.O.C.'s
  - Visit our booths: **#737, #739**



## Overall Goal: Support the Warfighter



# Points of Contact

## **DLA Logistics Operations:**

Mary Hart  
703-767-1637 / DSN 427-1637  
[Mary.Hart@dla.mil](mailto:Mary.Hart@dla.mil)

## **DLA Aviation:**

Ralph Newlon  
804-279-5226 / DSN 695-5226  
[Ralph.Newlon@dla.mil](mailto:Ralph.Newlon@dla.mil)

## **DLA Land and Maritime:**

Dan Krist/Don Howell  
614-692-3320/8837 / DSN 850-3320/8837  
[Daniel.Krist@dla.mil](mailto:Daniel.Krist@dla.mil) or  
[Donald.Howell@dla.mil](mailto:Donald.Howell@dla.mil)

## **DLA Troop Support:**

Neil Kovnat  
215-737-4300 / DSN 444-4300  
[Neil.Kovnat@dla.mil](mailto:Neil.Kovnat@dla.mil)



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# **Electronic Commerce & Wide Area Workflow Overview**

**Presented by:**  
IT eSolutions Office  
Defense Finance and Accounting Service  
May 2011

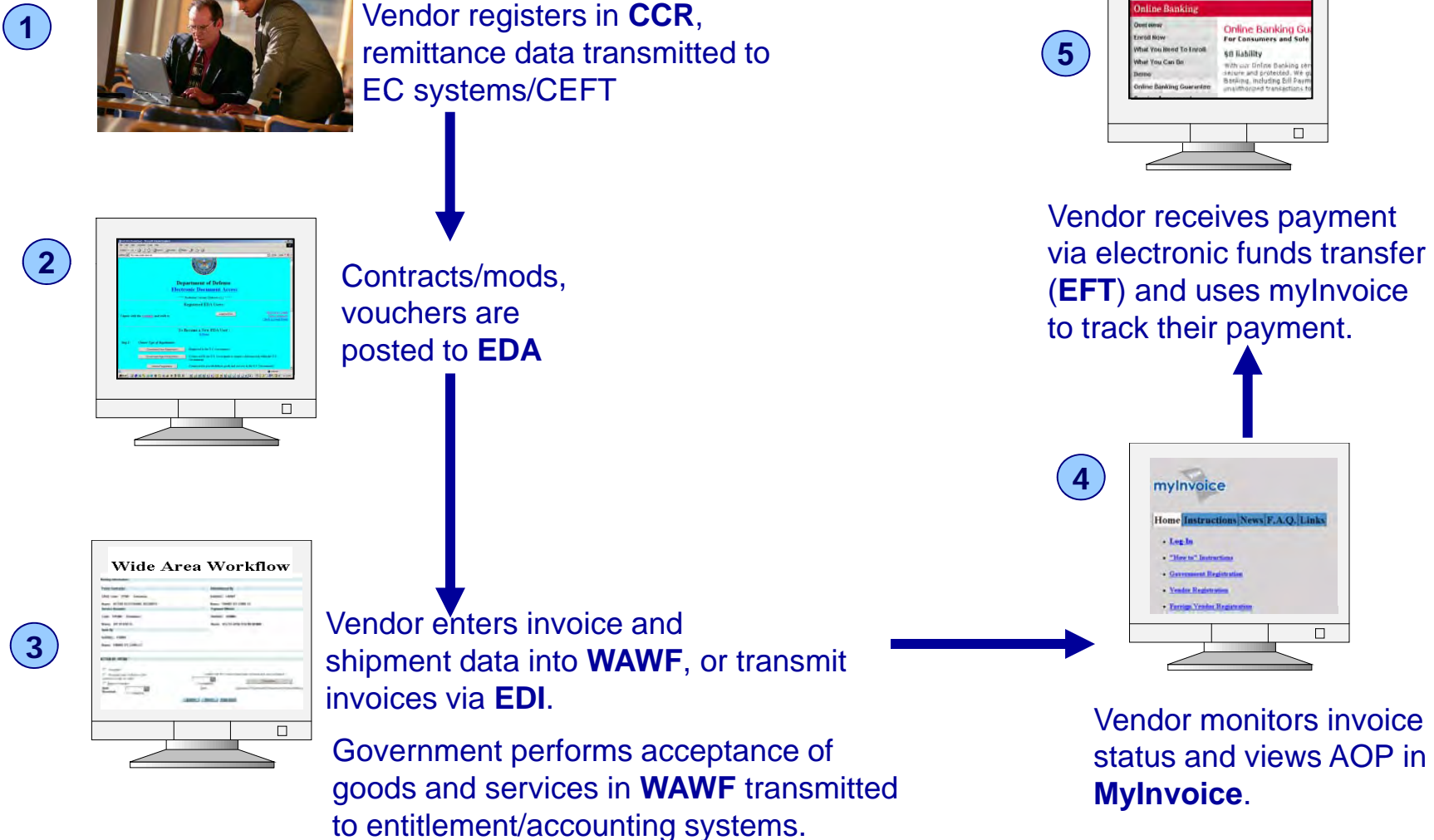
# Topics



- DFAS EC Tools Overview
- What is WAWF
  - Definition
  - FAR Clause
  - User Benefits
  - User Roles
- How WAWF Works
  - Document Routing
  - Email Notification
  - WAWF Receipt & Acceptance Process vs. Document Flow
- Tools and References



# DFAS EC Tools Overview



# WAWF Eliminates Paper from the Acquisition Process...



- WAWF stands for **Wide Area Workflow**
- Department of Defense initiated WAWF to eliminate paper transactions from the acquisition process
- An interactive web-based application that allows Contractors/Vendors to electronically submit invoices and receiving reports, and the Government to inspect, accept, receive and pay electronically.





## ...and Enables Users to Access and to Process Documents Electronically



- Users can be:
  - Contractors/Vendors
  - Government Officials
  
- Documents include:
  - Contracts/Modifications
  - Financing Documents
  - Invoices
  - Receiving Reports
  - Vouchers
  
- Documents are used to generate payments for goods and services





# Why WAWF for Electronic Invoicing?



- Invoices must be submitted electronically.
- It's the Law
  - Mandated by Public Law: Section 1008 of National Defense Authorization Act of FY 2001
- It's being enforced!
  - DFAS mandates requirement for electronic invoicing, effective for contracts issued after Feb 28, 2003.
- DFARS Clause 252.232-7003 (DFARS 232.7004)
  - Requires electronic invoicing.
  - Requires electronic supporting documentation.

<http://www.acq.osd.mil/dpap/dars/dfars/index.htm>



## Notable Exceptions identified in DFARS 232.7002



- (1) Purchases paid for with a Government-wide commercial purchase card;
- (2) Classified contracts or purchases when electronic submission and processing of payment requests could compromise the safeguarding of classified information or national security;
- (3) Contracts awarded by deployed contracting officers in the course of military operations, including, but not limited to, contingency operations as defined in 10 U.S.C. 101(a)(13) or humanitarian or peacekeeping operations as defined in 10 U.S.C. 2302(8), or contracts awarded by contracting officers in the conduct of emergency operations, such as responses to natural disasters or national or civil emergencies;
- (4) Purchases to support unusual or compelling needs of the type described in FAR 6.302-2;
- (5) Cases in which the contracting officer administering the contract for payment has determined, in writing, that electronic submission would be unduly burdensome to the contractor.

# The WAWF Benefits



- Ability to submit documents electronically in compliance with public law
- Global Accessibility
- Eliminates Lost or Misplaced Documents
- Accuracy of Documents
- Secure & Auditable Transactions
- Enables DoD to take Maximum Benefit of Discounts
- Enables Timely & Accurate Payments
- Decreases Interest Penalties
- Enables Capture of Unique Identifier (UID) and Radio Frequency Identifier (RFID) Data
- Track movement of Government Furnished Property (GFP)/Government Furnished Equipment (GFE)



# Who is Using WAWF?



Specific DoD Components and other government offices using DoD WAWF include:

- DoD Vendors/Contractors
- Air Force (USAF)
- Army (USA)
- Defense Finance and Accounting Service (DFAS)
- Defense Information Systems Agency (DISA)
- Defense Contract Audit Agency (DCAA)
- Defense Contract Management Agency (DCMA)
- Defense Logistics Agency (DLA)
- Marine Corps (USMC)
- Navy (USN)
- Other Defense Agencies

# Payment Systems & WAWF



- **CAPS** (Computerized Accounts Payable System)
  - Army, Defense Agencies and USMC
- **EBS** (Enterprise Business System) formerly called BSM
  - DLA
- **IAPS-E** (Integrated Accounts Payable System - Electronic)
  - Air Force
- **MOCAS** (Mechanization of Contract Administration Services)
  - Defense Contract Management Agency and all the Military Services
- **One Pay**
  - Navy, Defense Agencies and USMC
- **Navy ERP** (Enterprise Resource Planning)
  - Navy
- **GFEBS** (General Funds Enterprise Business System)
  - Army
- **DAI** (Defense Agencies Initiative)
  - Defense Agencies
- **DEAMS** (Defense Enterprise Accounting and Management System)
  - USTRANSCOM and Air Force

# User Roles at a Glance



- **Vendor /Contractor**
  - Contractor or Supplier
- **Inspector & Acceptor**
  - Requiring Activity, Contracting Officer Representative (COR), Quality Assurance Reviewer (QAR)
- **Local Processing Office (LPO)**
  - role used in situations where documents must be certified by a local office before forwarding to DFAS
- **Cost Voucher Reviewer/Approver**
  - DCAA/DCMA
- **Grant Approver**
  - role used to approve and certify Grant and Cooperative Agreements before sending them to the Pay Office
- **Pay Official**
  - DFAS Paying Office
- **Group Administration (GAM)**
  - role is used by an individual selected at the organization/location level, that is charged with the responsibility of maintaining the users of his/her assigned organizations. (Gate Keeper)
- **View Only**
  - roles are used by supervisors and administrators



# WAWF

## Create & Process a Number of Documents Electronically...



- Stand Alone Invoice - FAR 32.905
- Fast Pay Invoice - FAR 52.213-1
- Invoice 2-IN-1 - FAR 32.905
- Construction Payment - FAR 52.232-5; FAR 52.232-10
- Commercial Item Financing - FAR 32.202-1(b); FAR 52.232-29 & -30
- Performance Based Payment - FAR 32.1003; FAR 52.232-32
- Progress Payment - FAR 32.5; FAR 52.232-16
- Stand Alone Receiving Report - DFAR Appendix F, DFARS 52.246-7000
- Invoice and Receiving Report (Combo) - FAR 32.905; DFAR Appendix F
- Reparables Receiving Report –
- Invoice and Reparables Receiving Report (Combo) -
- Cost Voucher – FAR 52.216-7, -13, & -14; FAR 52.323-7
- Grand and Cooperative Agreement Voucher –
- Navy Shipbuilding Invoice (Fixed Price) – DoD FMR Vol 10 CH 7 070205-B
- Navy Construction / Facilities Management Invoice -
- Telecom Invoice (Contractual) - FAR 52.232-25; DFARS 252.211
- Miscellaneous Payment
- Telecom Invoice (Non-Contractual)



# What's New in WAWF 5.0?



- The messages are now color coded based on severity.
- Error messages are displayed in red text.
- Information and Warning messages will be displayed using blue text.

For example:

**ERROR: Stock Part Type is a required entry.**

**INFO: When editing the quantity of a CLIN that was already packed, please make sure you update the Pack.**

**WARNING: MILSTRIP Quantity for Line Item '1111' may not be blank when a MILSTRIP Number is entered.**

## What's New in WAWF? (Cont)



- New columns have been added to the Search Results Page
  - Submit Date
  - Shipment Date
  - Purge
- All columns on the search results screen are sort able with the exception of the Item column
- Columns can be sorted in ascending (A-Z) or descending (Z-A) order.

Item	Type	Vendor (Payee)	Contract Number†	Delivery Order	Shipment Number	Submitted	Shipped	Accepted	Status	Purge
1	Combo D/D	03UM0	<a href="#">N0010407C2001</a>		<a href="#">TVC5003</a>	2008-04-15	2008-04-15	2008-04-15	Processed	

## What's New in WAWF? (Cont)



- The ability has been added to Save a document in WAWF to continue working on it at a later time.
- A Save and Continue button has been added to the bottom of all documents for all roles excluding the Pay Official Role.
- Documents are saved for 7 days before they are purged and revert back to a pre-saved status.
- Saved documents will be removed from the saved status by performing an action (i.e. submitting, acceptance) or by selecting to purge them from the search results screen.

---

---

Invoice Number	Submitted	Received	Status	Purge	Void	Amount
<a href="#">1433588</a>	2011-03-03		Draft	<a href="#">2</a>		\$0.00
<a href="#">CFIA455</a>	2011 03 03		Draft	<a href="#">2</a>		\$0.00


## What's New in WAWF? (Cont)




- All documents with the exception of RR and RRR, will have the Invoice date auto-populated with the “WAWF System Server Date”
- The invoice date can be modified by the Vendor/Contractor which will result in the field label changing to “Invoice Date”
- Adjusting the date to a future date will provide a warning message for the initiator but will not prevent them from submitting the document.

WARNING: Changing the Invoice Date to a date that is greater than the Invoice Date pre-populated from the WAWF system server may cause processing issues within the entitlement system.

**Invoice Date \***  
**(WAWF System Server Date)**

2011/03/03 

**Invoice Date \***

2011/03/05 

# Documents are Routed Through WAWF According to DoDAACs Entered by Vendor



SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30				1. ACQUISITION NUMBER	PAGE 1 OF
2. CONTRACT NO. N0024404F5010		3. AWARD/EFFECTIVE DATE	4. ORDER NUMBER	5. SOLICITATION NUMBER	6. SOLICITATION ISSUE DATE
7. FOR SOLICITATION INFORMATION CALL:		8. NAME	9. TELEPHONE NUMBER (No collect calls)	10. OFFER DUE DATE/ LOCAL TIME	
9. ISSUED BY		CODE N00244	10. THE ACQUISITION IS	11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED	
FLEET AND INDUSTRIAL SUPPLY CENTER 937 N HARBOR DRIVE San Diego, CA 92132-0008		CODE N65888	<input type="checkbox"/> UNRESTRICTED	<input type="checkbox"/> SEE SCHEDULE	
			<input type="checkbox"/> SET ASIDE: IN FOR	13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (16 CFR 700)	
			<input type="checkbox"/> SMALL BUSINESS	13b. RATING	
15. DELIVER TO		16. ADMINISTERED BY	14. METHOD OF SOLICITATION		
NADEP North Island		SEE BLOCK 9	<input type="checkbox"/> RFQ <input type="checkbox"/> IFB <input type="checkbox"/> RFP		
San Diego, CA 92135-7000			184. PAYMENT WILL BE MADE BY		
17a. CONTRACTING OFFEROR		CODE 1M3W0	CODE N68688		
CACI CHANTILLI VA 22204-1234			DFAS SAN DIEGO CA 9123-1848		
TELEPHONE NO.					

## Vendor - Invoice

[Contract](#) >> [Pay DoDAAC](#) >> [Document](#) >> [Routing](#)

Contract Number	Delivery Order	CAGE Code/Ext.	Pay DoDAAC
N0024404F5010		1M3W0	N68688

Issue Date	Issue By DoDAAC	Admin DoDAAC *
YYYY/MM/DD	N00244	N00244

Ship To Code * / Extension	Ship From Code / Extension	LPO DoDAAC * / Extension
N65888		



# WAWF Allows Users to Send Multiple E-mail Notifications



- WAWF uses a unique e-mail system for notifying the various users within the workflow of actions to be taken and document status.
- Users have ability to send notifications to additional e-mail addresses following an action.
- E-mail addresses are saved for future use after submitted.

**Additional Email Distribution**

Email Address

**Address Book**

email.user@dfas.mil  
john.doe@dfas.mil

**Send To \***

>  
>>  
<  
<<

## Sample Email Notification



From: cscassig@csd.disa.mil  
To: [REDACTED]  
Cc:  
Subject: GS23F0185K\HQ042305F0020\OBMBO\ \CI2N1\0028\59217\HQ0359\ \Submitted

Action DoDAAC\Ext: HQ0359

Document Type: Invoice 2-in-1 (Services Only)

Status: Submitted

Acceptance Date:

Processed Date: 2007/02/20

Contract Number: GS23F0185K

Delivery Order Number: HQ042305F0020

Contract Issue Date: 2004/10/21

Vendor CAGE\Ext: OBMBO

Shipment Number: 0028

Shipment Date: 2007/02/02

Invoice Number: 59217

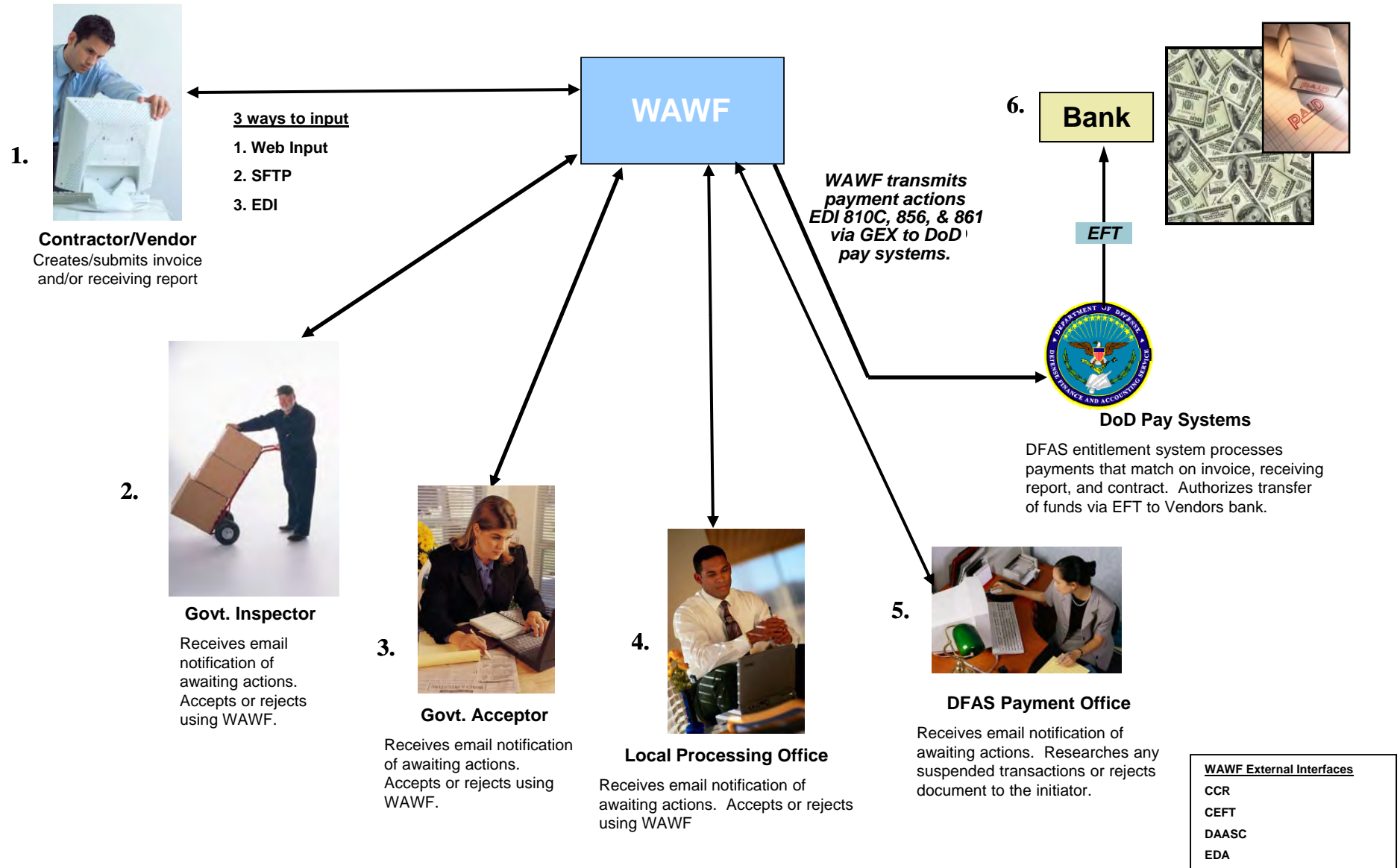
Invoice Date: 2007/02/02

Has been Submitted by [REDACTED] on 2007/02/20. Status is Submitted.

THIS IS A SYSTEM GENERATED EMAIL MESSAGE, PLEASE DO NOT RESPOND TO THIS EMAIL.

|

# How Does It Work? - WAWF Receipt & Acceptance Process



# Invoice 2-in-1 Workflow



**Contractor/  
Vendor**



**Inspector  
(Optional)**

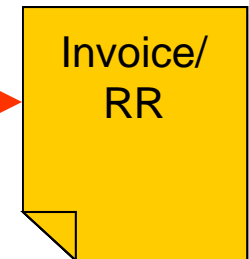
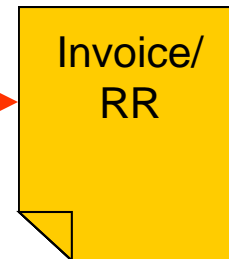
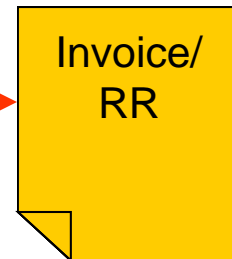
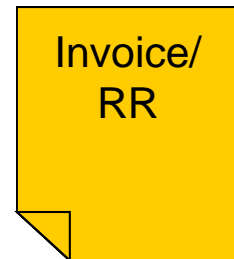
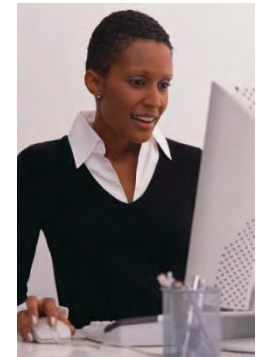


**Acceptor**



**LPO  
Local  
Processing  
Official  
(Optional)**

**Pay Office**



**Invoice and Receiving Report Travel as One Document**

# Combo (Invoice/RR) Workflow



**Contractor/  
Vendor**



**Inspector  
(Optional)**

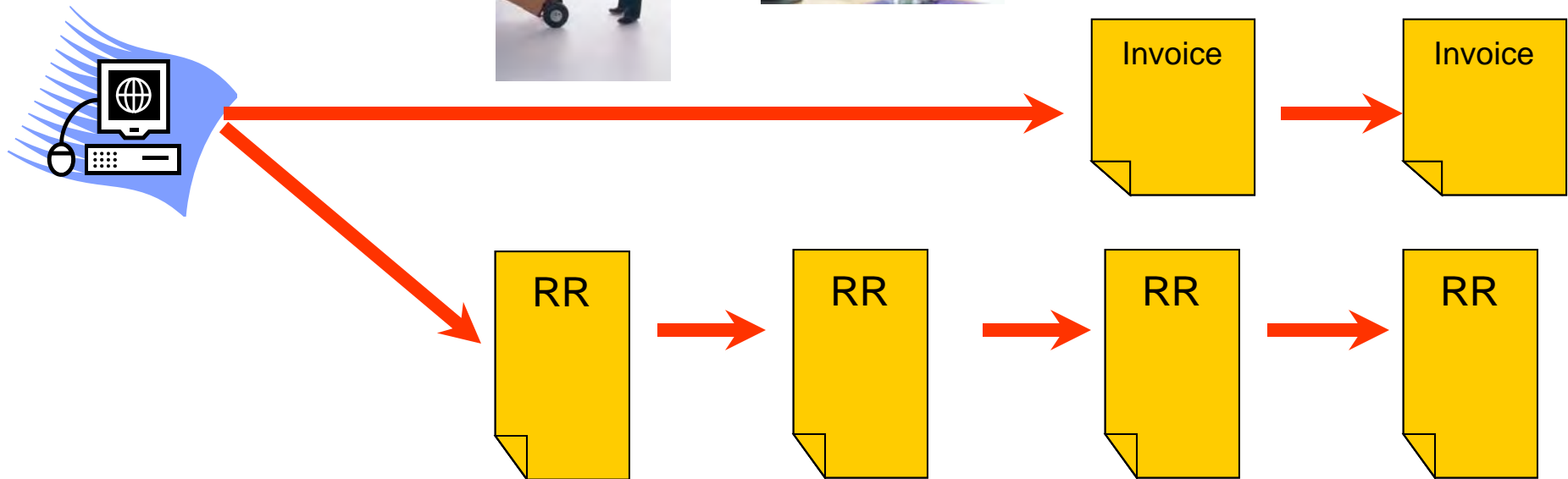
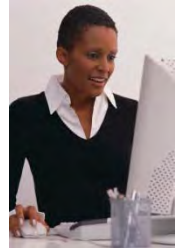


**Acceptor**



**LPO  
Local  
Processing  
Official  
(Optional)**

**Pay Office**



**Invoice and Receiving Report Travel as 2 Separate Documents**

# WAWF Training Opportunities

---



- **WAWF Web-Based Training Site** - Go here to learn how to use WAWF via self paced, online training. This training is an excellent place to begin learning about WAWF.

<http://www.wawftraining.com>

- **WAWF Classroom Training** - Go here to register for upcoming WAWF classroom training provided by DFAS.

<http://www.dfas.mil/contractorpay/electroniccommerce/wawftrain.html>

- **WAWF Training Practice Web Site** - Go here to practice using the WAWF application.

<https://wawftraining.eb.mil>



## For More Information...



- **WAWF production web-site:** <https://wawf.eb.mil>
- **DFAS eCommerce web site:**  
<http://www.dfas.mil/contractorpay/electroniccommerce.html>
- **myInvoice:** <https://myinvoice.csd.disa.mil//index.html>
- **EDA web site:** <http://eda.ogden.disa.mil/>
- **DoD RFID Info:** <http://www.acq.osd.mil/log/rfid/index.htm>
- **Unique Identification (UID):**  
<http://www.acq.osd.mil/dpap/pdi/uid/index.html>
- **Federal Acquisition Regulation Web Site:** <http://farsite.hill.af.mil>

# Key WAWF POCs



- Navy WAWF Helpdesks
  - ✓ 1-877-251-WAWF (9293) (local) 216-522-5341
  - ✓ Email: [CCL-EC-Navy-WAWF-Helpdesk@DFAS.MIL](mailto:CCL-EC-Navy-WAWF-Helpdesk@DFAS.MIL)
- Army WAWF Helpdesk
  - ✓ 1-877-2DA-WAWF (1-877-232-9293)
  - ✓ Email: [CCO-EC-Army-WAWF-Helpdesk@DFAS.MIL](mailto:CCO-EC-Army-WAWF-Helpdesk@DFAS.MIL)
- DOD WAWF Help Desk/ DISA Ogden Computer Support
  - ✓ CONUS 1-866-618-5988: 6:30 AM-Midnight EST
  - ✓ COMM 1-801-605-7095
  - ✓ Email: [cscassig@csd.disa.mil](mailto:cscassig@csd.disa.mil)
  - ✓ DSN 388-7095



Thank You!



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Troop Support Medical Supply Chain

Mr. Roy Dillard



# Agenda

- Medical Supply Chain Overview
- Electronic Catalog (ECAT) Opportunities
- Medical/Surgical Distribution & Pricing Agreement (DAPA)
- Medical Equipment Opportunities
- Questions & Answers



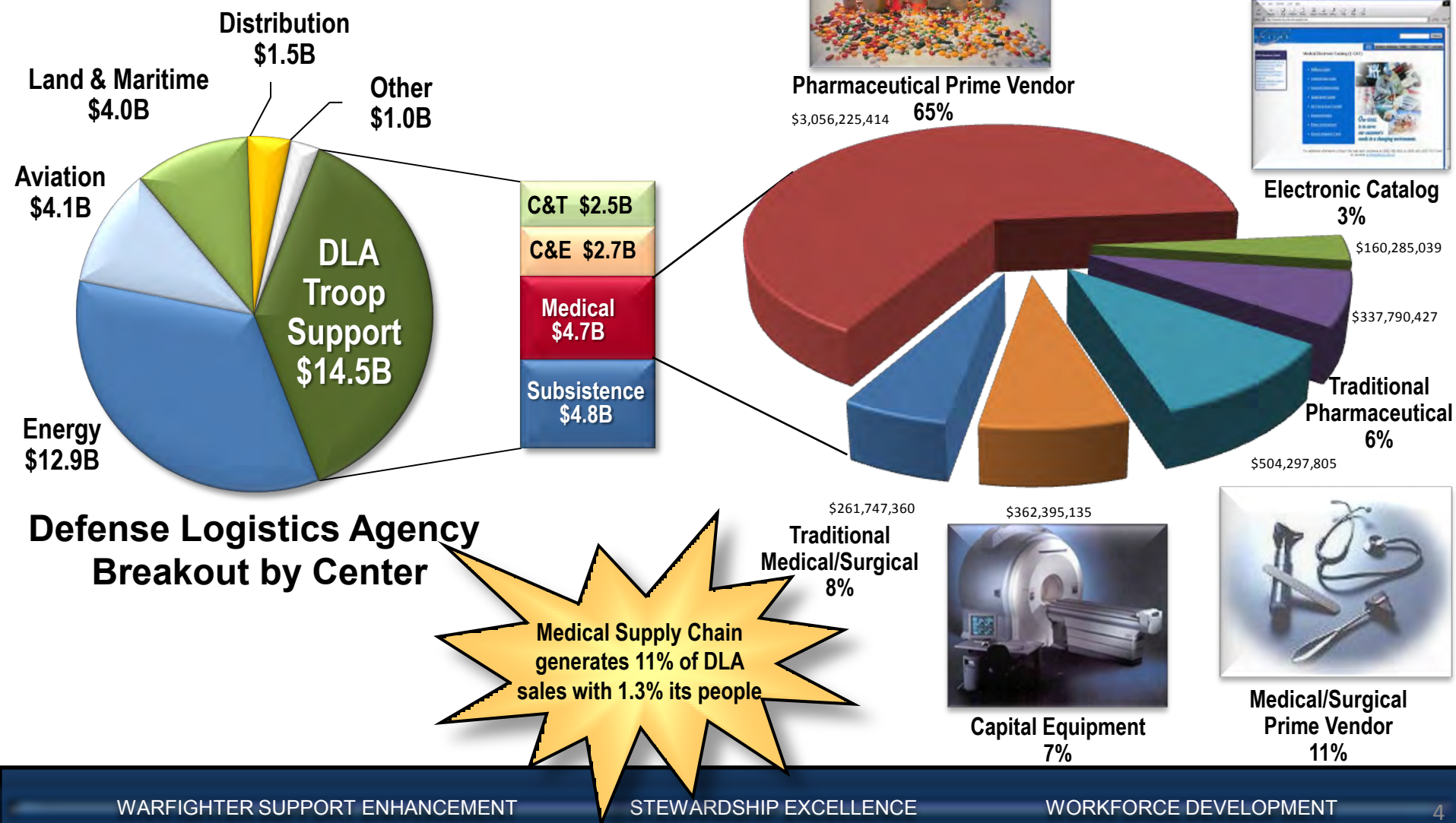
# Federal Medical Landscape

- DLA purchases nearly \$5B in medical materiel annually for DoD and other Federal Agencies... We actively work to make future purchases grow
- Federal, DoD and DLA Acquisition Regulations and Policies require a “fair & reasonable” determination on prices for all items we purchase
- DLA’s mission environment is becoming more cost constrained... requiring us to be more efficient
- Opportunities to do business with DLA Troop Support Medical
  - Electronic Catalog (ECAT)
  - Distribution & Pricing Agreements
  - Medical Equipment





# Where Medical Fits in the DLA Enterprise





# Our Focus



## Every Day

- Health care economics
- The business of health care
- The cost of medical materiel
- Reliable “next day” support
- Business intelligence



## Every Crisis

- Ready on day one
- Varied missions & requirements
- Resupply & sustainment
- Control commercial & industrial materiel
- Situational awareness

**Vision:** To provide an integrated and responsive system of choice for providing consistent quality medical materiel support for health care providers to perform their patient care mission

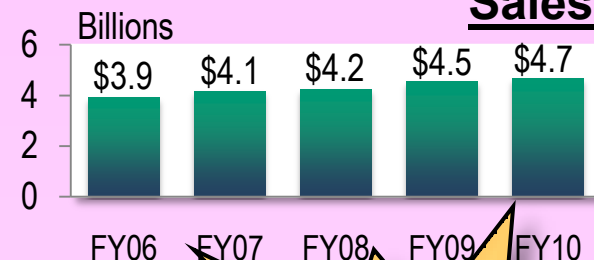


# Medical

## Customers / Items

Customers: 8900+  
Orders: 75,000 annually  
Items: stocked 500  
PV 370,000  
ECAT 1M

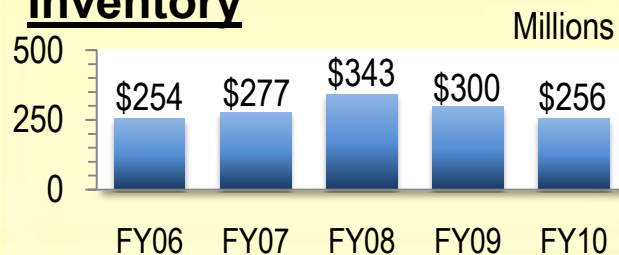
## Sales



## The Big Picture

**FY11 Forecast  
\$4.597B**

## Inventory



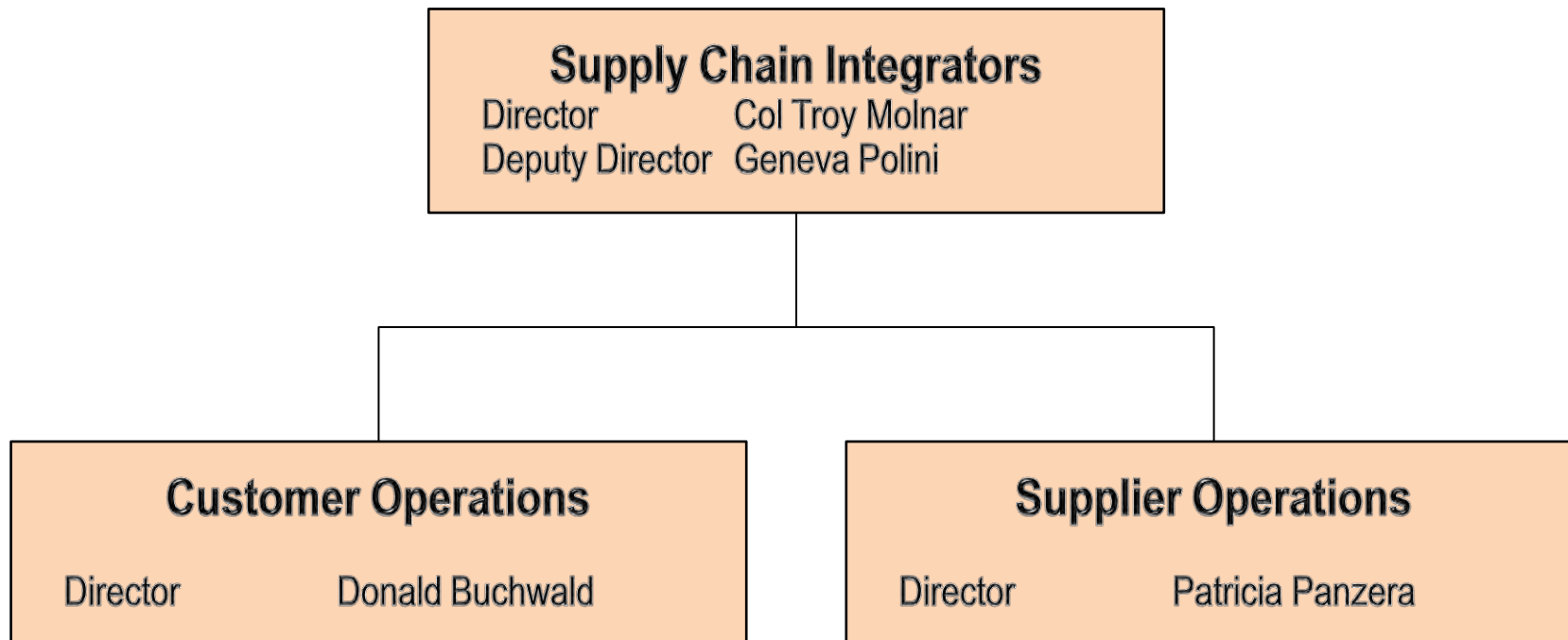
## Personnel / Vendors

Employees (auth): 315 civilian  
10 military

Suppliers: 1,200

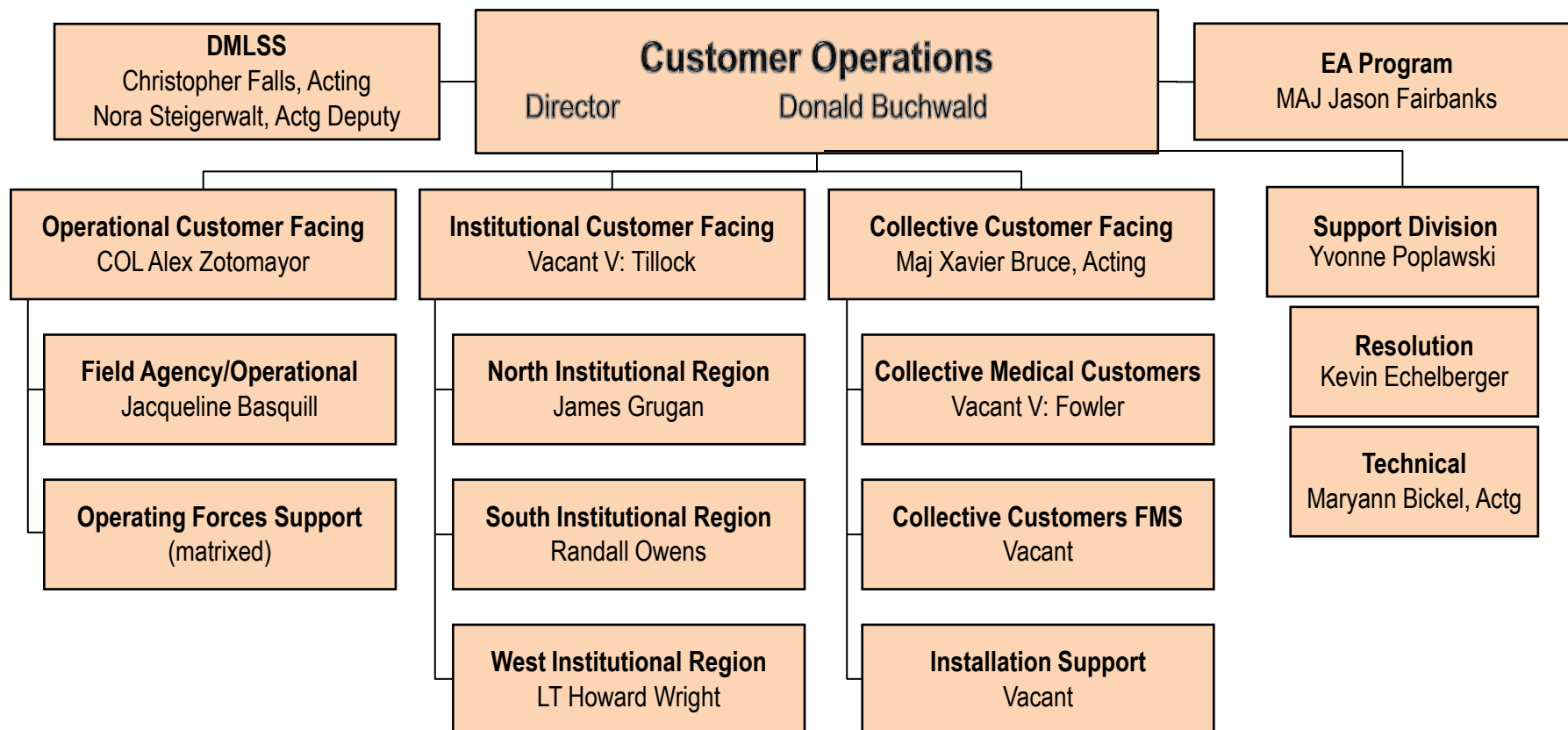


# Medical





# Medical Customer Operations Organization







# Medical Supplier Operations Organization



**Pharmaceutical  
Mfrt/Distributor**  
CDR J. Peloquin

**Manufacturer**  
Steven Duda

**Technical/Quality  
Support**  
Maj A. Hamilothoris

**Distributor**  
Anna Podlas

**Medical/Surgical  
Prime Vendor**  
Steve Bollendorf

**Contracting  
& Support**  
Maryann DiMeo

**DAPA & Product  
Support**  
Thomas Drew

**Price Verification  
& Standardization**  
William Woltjen

**Medical/Surgical  
Mfrt/Distributor**  
Roslyn Rogers

**Dressing, Tools  
& Instruments**  
Theresa Rucci

**Surgical Inst, Dev  
& Readiness**  
Albert Gatica

**Kitting**  
Christine Dalton

**Capital Equipment**  
Andrew Wechter

**Diagnostic X-Ray**  
David Johns

**Turnkey**  
Donna Kennedy

**Critical Care**  
Robert Zalewski

**Hospital Supply**  
Robbin Durie

**Hospital Equipment**  
Donna Raday

**Hospital Supplies**  
A.M. O'Brien-Dennen

**Laboratory & Dental  
Equipment**  
John Wolstenholme

**Pharmaceutical  
Prime Vendor**  
Paul Vasquez

**Contracting**  
Patrick Quigley

**Pricing & Support**  
Aggie Reitano, Actg

**ECAT**  
Roy Dillard

**Dental & Optical**  
Maciej Okulicz-Kozaryn

**Manufacturer Direct**  
Eileen Motta

**SMSG Readiness**  
John Gagliardi

**Medical Contingency  
Contracting**  
Michael Medora

**SMSG**  
Vacant





# Our Top FY10 Customers by Service

## Army

USAMMA	\$217M
Brooke AMC	\$90M
Madigan AMC	\$78M
W Reed	\$70M
Womack AMC	\$67M
Darnell AMC	\$57M
Ft Belvoir	\$50M
Ft Bliss	\$47M
Ft Gordan	\$41M
3 <sup>rd</sup> HQ HHC	\$40M
Tripler AMC	\$38M
Ft Campbell	\$36M
Ft Benning	\$36M
USAMMCE	\$34M

**Total Army****\$1.674B**

## Air Force

Lackland AFB	\$95M
Wright Patterson AFB	\$69M
AFMLO	\$53M
Travis AFB-Grant MC	\$41M
KELLYUSA	\$40M
USAF Academy	\$37M
Keesler AFB	\$32M
Eglin AFB	\$30M
Scott AFB	\$27M
Nellis AFB	\$26M
MacDill AFB	\$25M
Patrick AFB	\$18M
Langley AFB	\$18M
Elmendorf AFB	\$18M
Luke AFB	\$15M
Maxwell AFB	\$14M

**Total Air Force****\$921M**

## Navy

Portsmouth NMC	\$99M
San Diego NMC	\$91M
Bethesda Nat'l NMC	\$65M
Nav Med Log Com	\$39M
Pensacola NH	\$36M
Jacksonville NH	\$34M
Camp Pendleton NH	\$32M
Camp Lejeune NH	\$29M
Great Lakes NHC	\$22M
Bremerton NH	\$20M
Okinawa NH	\$17M
Newport NHC	\$14M

**Total Navy****\$683M**

## Marine Corps

Quantico	\$18M
Camp Lejeune	\$16M

**Total Marine Corps \$83M**

## Coast Guard

**\$7M**

## DoD Other

Express Scripts	\$1.095B
St. John Hospital	\$22M
Martins Point	\$15M
<b>Total DoD Other</b>	<b>\$1.170B</b>

## Non-DoD

HHS NIH Pharm	\$35M
HHS NIH Material MGMT	\$17M
Dept of VA	\$3M
<b>Total Non-DoD Other</b>	<b>\$69M</b>



# Logistics Support Strategies

## Peace Time

- Prime Vendor
- Depot
- Direct Vendor Delivery
- Electronic Data Interface

**PLUS**

## Surge

- Service Stock
- Vendor Managed Inventory (Service owned)
- Prime Vendor Surge

**PLUS**

## Sustainment

**Warstopper Funded**

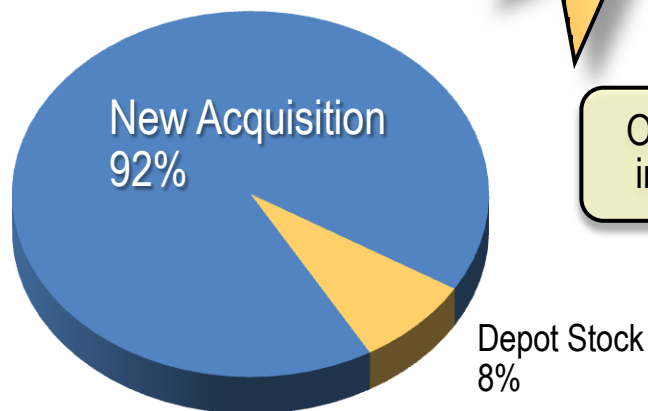
### Contingency Contracts

- Corporate Exigency Contracts (CEC)
- Vendor Managed Inventory (DLA owned)
- Prime Vendor WRM

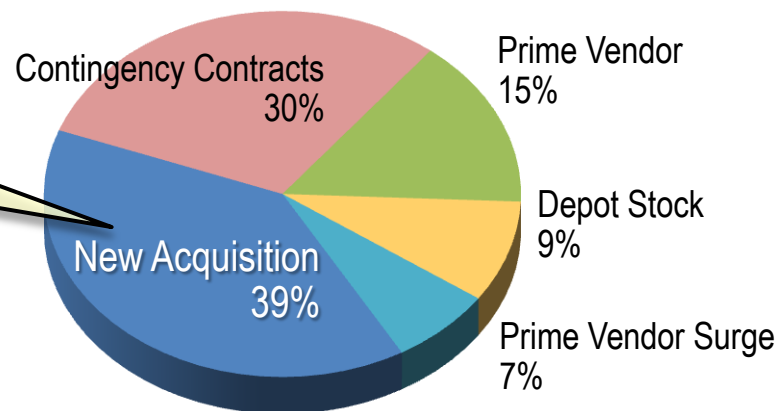
### New Acquisition

**Warstopper funding a key enabler**

## Desert Storm



## Today



Opportunity for improvement!



# What We Want to Leave You With

- Integrated systems solutions
- Commercial supply chain integration best practices
- Forging partnerships with critical suppliers, customers, and other Federal stakeholders
- Demonstrating that commercial solutions are successful in contingency and humanitarian relief support

**Tomorrow's vision...** Smaller, more efficient, leveraged with best business practices

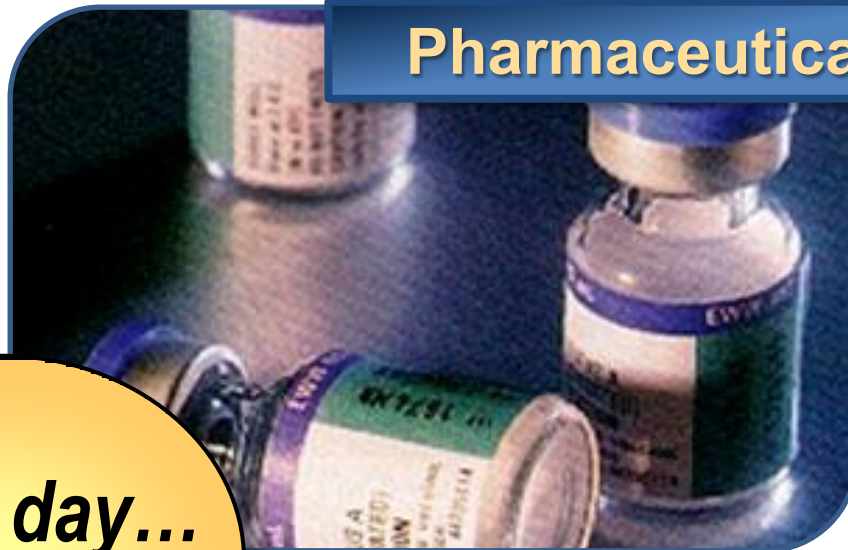


# Medical Logistics Program Support

## Medical / Surgical



## Pharmaceuticals



*Every day...  
Every crisis*

## Capital Equipment



## Readiness







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Electronic Catalog (ECAT) Program

Mr. Roy Dillard



# Electronic Catalog (ECAT)

- An Internet solution using the latest electronic commerce technology for ordering, receiving, management and bill payment of medical devices and supplies
- Covers commodities not covered by Pharmaceutical and Med/Surg prime vendors
- Emulates best commercial business practices
- Web-based ordering





# Product Lines

Program	Contracts	Items
Dental	18	98.3k
Laboratory	8	374.3k
Optical	14	8.6k
Equipment	38	17.7k
Allied Joint Venture	1	45.4k
Manufacturer Direct	3	7.8k
Contingency	66	19.1k



# Electronic Catalog (ECAT)

<http://www.DMMonline.com>

The screenshot shows the DMMonline website interface. At the top, there is a banner for the Defense Logistics Agency (DLA) and the Defense Supply Center Philadelphia (DSCP). The banner includes the DLA logo, the text "DEFENSE LOGISTICS AGENCY", "Extending the Enterprise Forward to the Point of the Spear", and "DEFENSE SUPPLY CENTER PHILADELPHIA". To the right of the banner is the "DMMonline" logo with the text "Directorate of Medical Material". Below the banner is a navigation bar with links: Pharm, Med/Surg, Equipment, Readiness, ECAT, Order Products, Customer Service, Site Log In, Thomas Rosenthal, and Log out.

On the left side, there is a "Site Login - Register" section. It includes a "Medical Login" section with links: Existing User Registration, Modify User Profile, and Update CAC Info. Below that is a "DMMonline Links" section with links: Site Map/Quick Find, External Links, Visiting The DSCP, Suggestion Box, and Customer Assistance. At the bottom of this section is a link "To search our site, select here." and an image of binoculars. Below the binoculars is a link "Return to DMM Home".

The main content area is titled "Site Login for Single Signon (SSO) enabled applications". It displays the user's login information: "User Name: Thomas Rosenthal" and "Email Address: Thomas.Rosenthal@dla.mil". Below this is a message: "If this is not your current Email Address, please update today." Below the login information is a section titled "Applications you currently have access to:". It lists two applications: "Contingency Automation Application" and "Medical Acquisition Timeline" under the "ECAT" category, and "Medical Supplier Directory" under the "Medical Supplier Directory" category.

Below the applications section is a paragraph: "DMMonline provides our customers and trading partners access to various e-Commerce and web based business applications. In order to serve our customers better and to increase the security of our site, DMMonline has incorporated software that provides Single Sign On (SSO) access to the majority of our applications. After logging into this page, a user can easily see which applications in our suite of tools they are authorized to use. The following is a list of our applications that are currently SSO enabled:"

Below the paragraph is a section titled "Applications Requiring Registration". It lists two columns of applications. The first column includes: ACPOP Reporting, CDMA National Contracts Compliance, Contingency Automation Application, Contract and Customer Maintenance, DAPA Manufacturers Application, DML Enterprise Architecture, DoD Medical Catalog Administration, ECAT, Historical Price Lookup Tool, Medical Acquisition Timeline, Medical Reconciliation Application, MedSurg Fill Rate, Prime Vendor Autoload, Regional Standardization, and VA Data Management Application. The second column includes: Access Manager (Cleartrust) Admin Tool, Best Pharmacy Report, CDMA Pricing Management, Contract and Customer Information, Controlled Substance Report, Data Synchronization, DMLIS Application, DoD VA Medical Catalog formerly MECA, EDI Visibility, IPSYS, Medical Air Bridge, Medical Supplier Directory, MedSurg Fleet Prime Vendor Reports, Readiness Management Application, and Service Level Election Function (SLEF).



# Electronic Catalog (ECAT)



**ECAT Order Products** 1.1.0.0

Home Help Email Profile Logout

Logged In As- Joe Authorizer

Items: 0 | Total: \$00,000.00

**Search Our Product Catalogs**

**1 By Product Number**  
Part Number  
Part Number  
Enter Number  
Search

**2 By Product Name**  
Enter Keywords  
Narrow Further By Manuf. Name  
And / Or Supplier Name  
Search

**3 By Item ID**  
First, select a supplier  
Second, select a catalog  
Third, select an item  
Search

**4 By Category**  
First, select a Product Category  
Second, select a Product Line  
Third, select a Subcategory  
Search

**Order Look Up** Selected table will appear below.

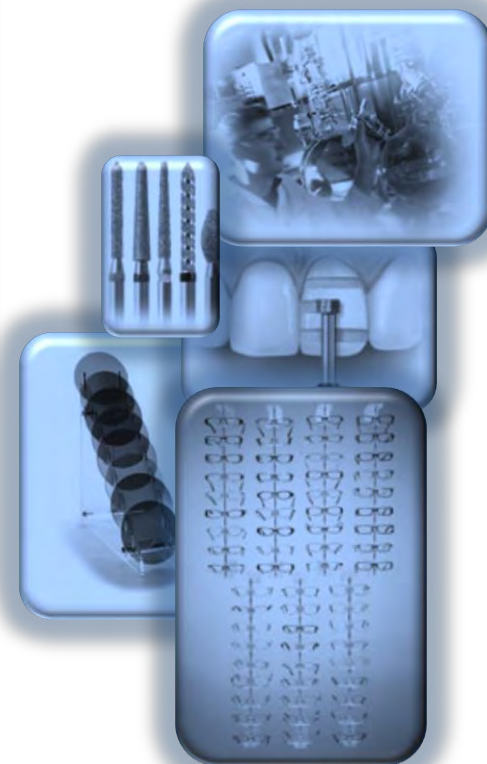
View Orders and Requisitions for: Joe Authorizer

**View Your Delivery Orders**  
Cancelled By Authorizer (0)  
Forwarded To Supplier (25)  
Accepted By Supplier (16)  
Rejected By Supplier (0)  
Purchase Authorized (4)  
Purchase Authorization Requested (0)  
Consignment Purchase (0)  
Order Received (5)

**View Your Carts**  
New Cart (0)  
Parked Cart (0)  
Scheduled Cart (0)  
Checked Out (43)  
Awaiting Authorization (0)  
Authorizer Rejected (0)  
Returned By Authorizer (0)  
Deleted By Originator (12)  
Cart Recalled By Originator (0)  
Consignment Cart (0)  
Authorizer Review (0)

**View Your Requisitions Submitted To Supplier (82)**  
Forwarded To Authorizer (0)  
Accepted With Changes (0)  
Quantity Adjusted (0)  
Cancelled By Requisitioner (0)  
Item Procured (0)  
Rejected (8)

Can't Find an Order? Search here for a Delivery Order or Requisition Number





# ECAT Program Features

- Multiple catalog ordering
  - Online comparison shopping for best value
  - Customer selects product and vendor
    - Price
    - Delivery
    - Past performance
    - Physician's preference
- Suppliers deliver direct to customers
- Potential 5-year contracts
  - Base year with four 1-year options



# Additional ECAT Program Features

- Transmits orders 24/7
- Vendor acknowledgment
- DLA Troop Support pays vendor 15 days after receipt or invoice
- On-line status
- Direct CONUS delivery
- Direct OCONUS delivery on most





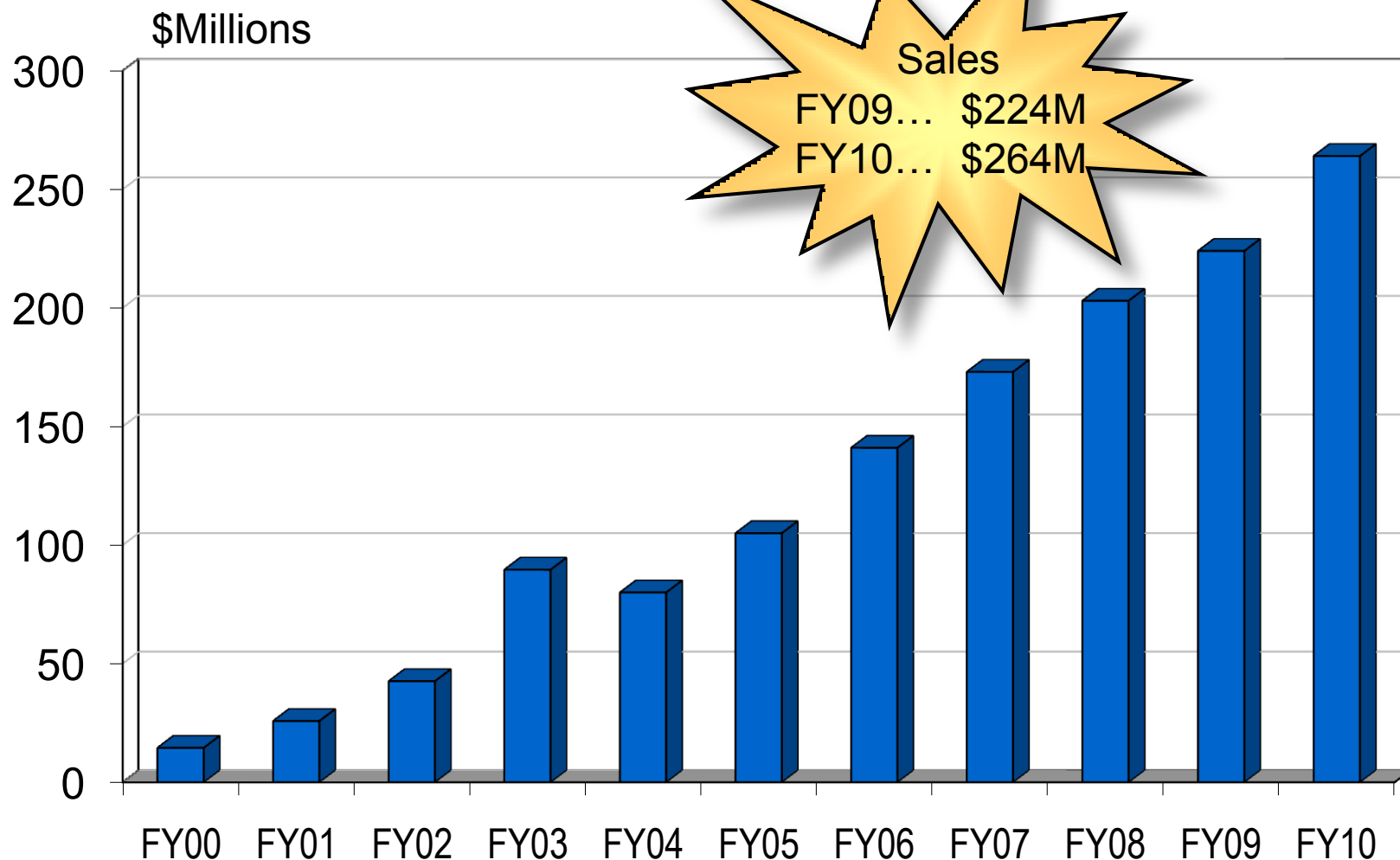
# Customer & Supplier Benefits

- Customer benefits
  - Stable pricing for all customers based on usage
  - B2B e-Business operating system interface
  - Customers pay as they consume product
  - Electronic commerce solution to local manual purchase activity
  - Robust search engines
- Supplier benefits
  - One focal point for contract administration
  - Paperless operation = reduced administrative costs
  - Electronic published catalog pricing
  - ECAT available to all Federal Agencies worldwide (DoD, IHS, NIH, etc.)
  - No fee to vendor to use ECAT





# ECAT Program Growth





# Future Solicitations

Hospital Equipment	1QFY12
Laboratory Supplies & Ancillary Services	1QFY12
Dental Supplies & Dental Lab Services	2QFY12
Other sole source and services	TBD (FY12)



# Electronic Catalog Points of Contact

If you are interested in submitting a proposal under the ECAT Program, please contact...

POC	Phone No.	Email
Roy Dillard	(215) 737-2296	Roy.Dillard@dla.mil
Eileen Motta	(215) 737-2480	Eileen.Motta@dla.mil

# CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



# MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



# CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



# SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## **DLA Troop Support Medical Surgical Prime Vendor (MSPV) Program**

Bill Woltjen



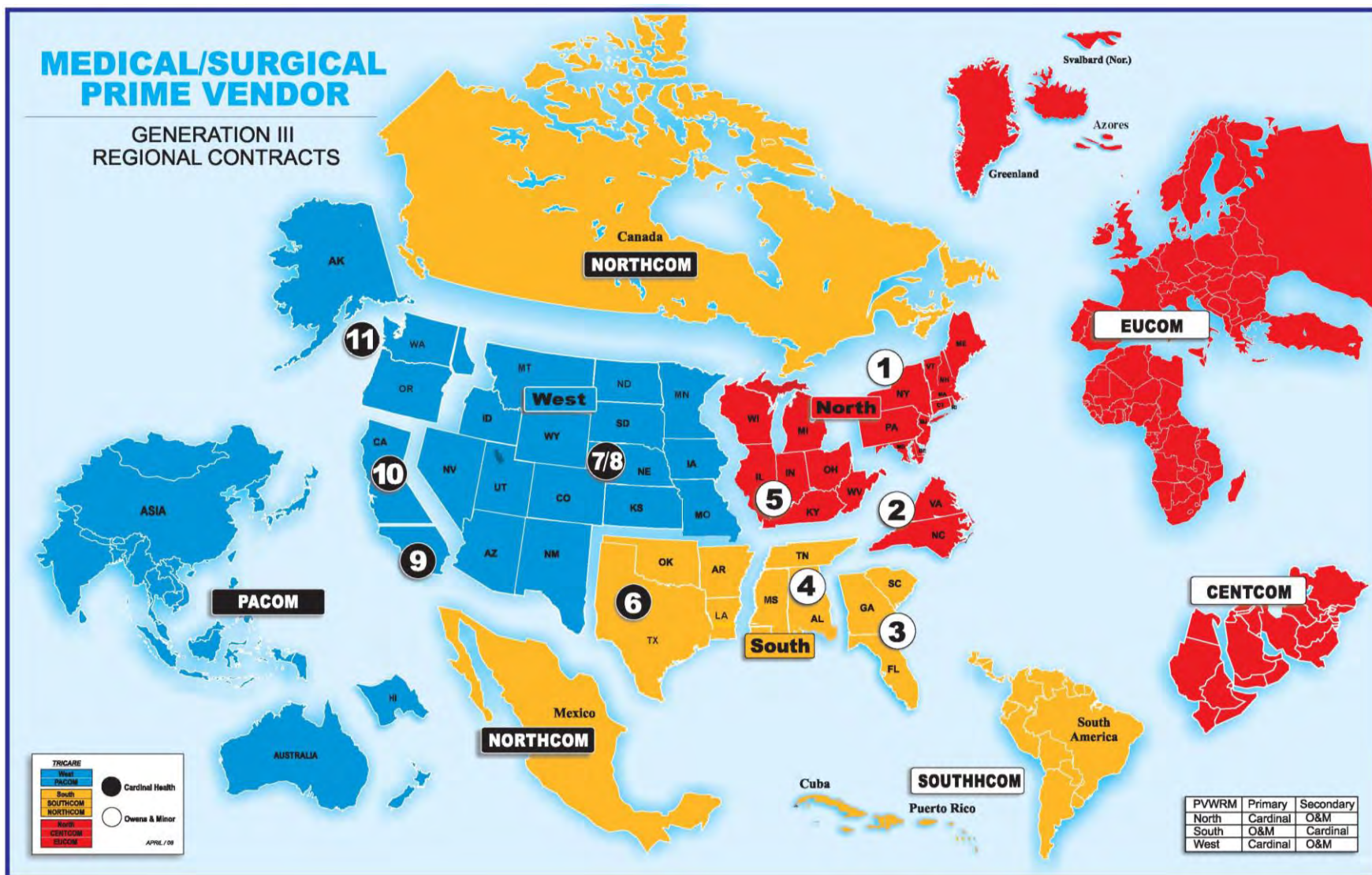
# Current MSPV Generation III Contracts

- 2 primary and 2 back up contracts per Global Service Tri-Care management region
- Primary prime vendors
  - Cardinal Health
  - Owens & Minor
- Back up prime vendors
  - AMD
  - MMS
  - Cardinal
  - Owens & Minor



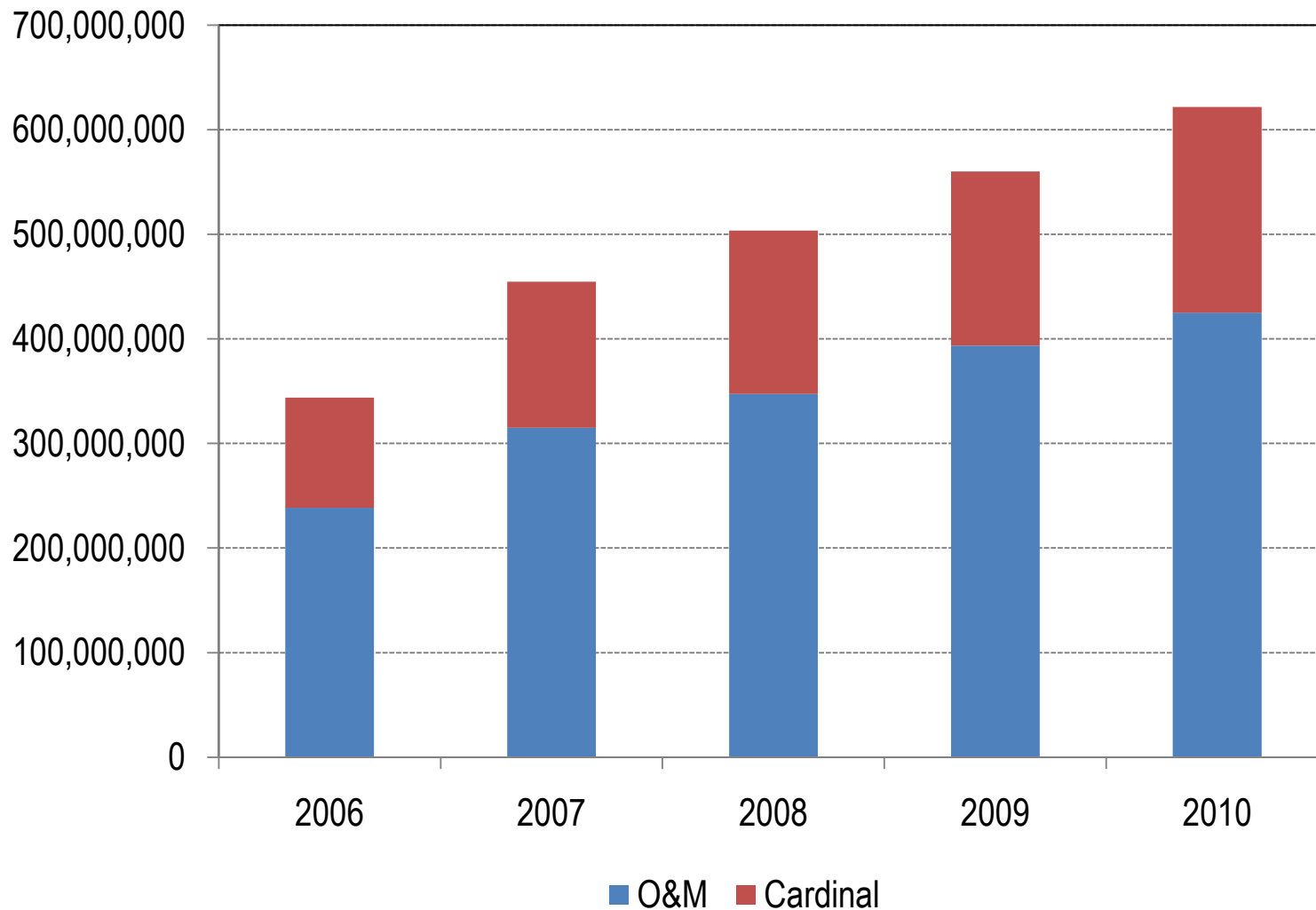


# MSPV Regions





# MSPV Sales by Fiscal Year





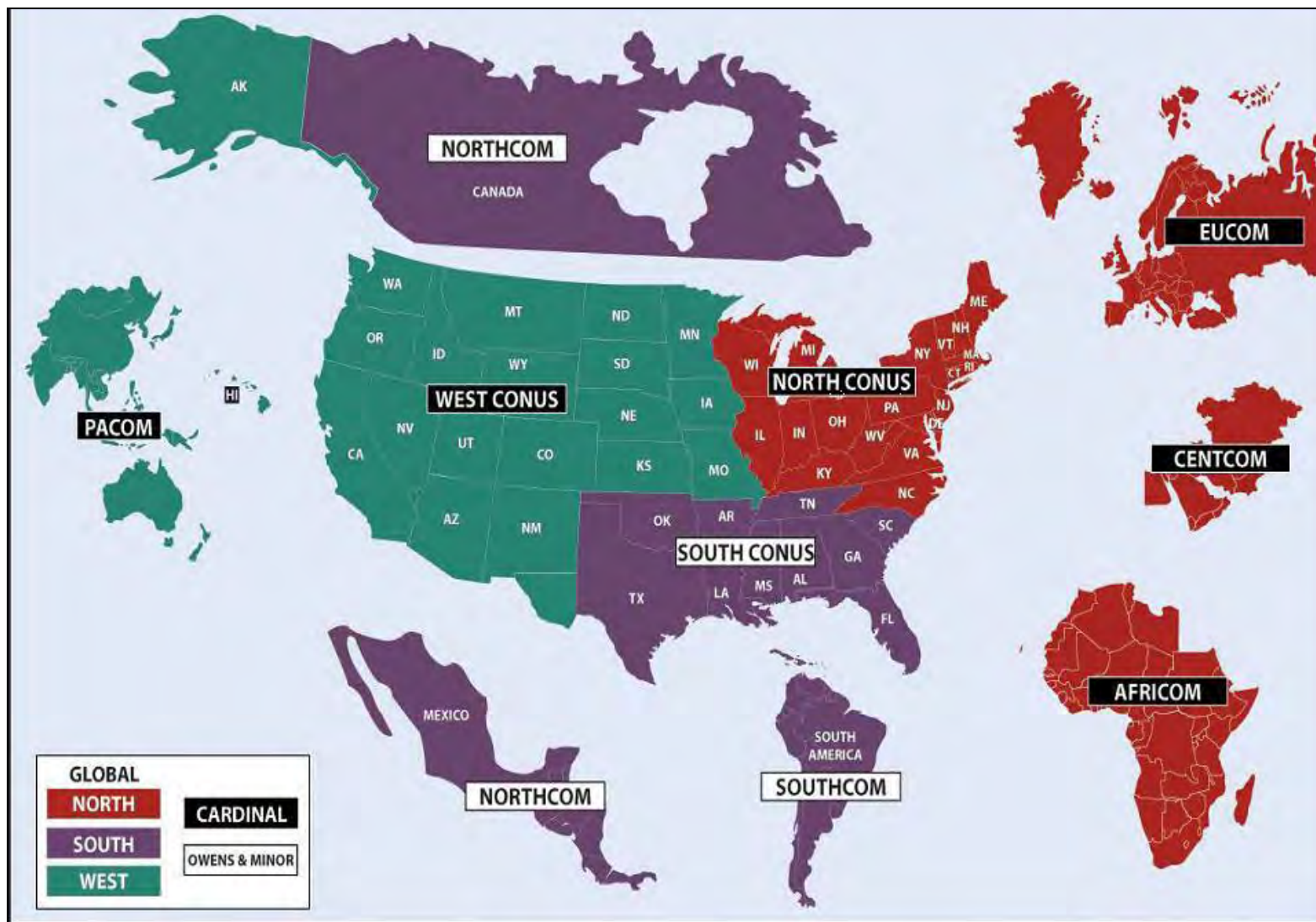
# MSPV Generation IV Acquisition Overview

- Contracts awarded 4 Apr 2011... Go-live rollout Jan-Mar 2012
- Contract term... 5 years
  - 20-month base period
  - Two 20-month option periods
- Cardinal Health... SPM2DV-11-D-0001
  - Primary prime vendor Global North & West
  - Back up for Global South
- Owens & Minor... SPM2DV-11-D-0002
  - Primary prime vendor for Global South
  - Back up for Global North & West





# Medical/Surgical Prime Vendor Regions Generation IV





# Pricing Agreements

## DAPAs & IAs

2 types of Pricing Agreements support the Medical/Surgical Prime Vendor (MSPV) Program

- Distribution & Pricing Agreements (DAPAs)... manufacturer/supplier national or regional government pricing (covers majority of MSPV sales)
- Regional Incentive Agreements and Incentive Agreements (RIAs and IAs)... discounted pricing based on committed volume resulting from MMESO standardization process

$$\begin{aligned} & \text{DAPA or RIA Price} \\ & + \text{PV Distribution Fee} \\ & + \text{DLA Cost Recovery Rate (CRR)} \\ & \hline & \text{Customer Price} \end{aligned}$$



# Distribution & Pricing Agreements (DAPAs)

- Separately negotiated product prices from manufacturers and suppliers honored by our prime vendors to supply material
- DAPA and RIA/IA prices are loaded into the DAPA Management System (DMS) monthly
- Currently 733 DAPA holders supplying approximately 360,014 MSPV items





# Authorized MSPV Types of DAPAs

- Medical/Surgical General DAPAs
- Medical Equipment DAPAs
- Medical/Surgical Custom Pre-Pacs (CPPs)



# Med/Surg General DAPAs

- Medical/Surgical consumable products only
- Medical products used to examine or treat patients
- Does not include pharmaceuticals or medical equipment
- Product examples... sutures, bandages, syringes, surgical devices, lines, gowns, stethoscopes



# Medical Equipment DAPAs

- Intended for medical equipment and related accessories and consumables
- Medical equipment typically durable, repairable, sometimes portable and often requires a power source (electricity or battery) to enable operation
- Used for equipment manufacturers and suppliers not having ECAT contracts



# Med/Surg Custom Pre-Pac DAPAs

- PREPACs... “prepackaged” medical supplies
- Each PREPAC contains all physician/surgeon selected supplies to be used to perform a specific medical procedure or operation (excludes pharmaceuticals)
- Assembly of Custom Pre-Pacs (CPPs) is a commercial practice supporting private sector hospitals today



# DLA Troop Support Medical Website

## DMMonline.dscp.dla.mil

Login/Registration - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

Address [https://dmmonlinestaging.dscp.dla.mil/login/ct\\_logon.asp?CTAuthMode=BASIC&ct\\_orig\\_uri=%2Flogin%2Fct\\_logon.asp](https://dmmonlinestaging.dscp.dla.mil/login/ct_logon.asp?CTAuthMode=BASIC&ct_orig_uri=%2Flogin%2Fct_logon.asp) Go Links

**DMMonline**  
Directorate of Medical Materiel

*The Warfighter's Medical Logistics Portal*

Pharm Med/Surg Equipment Readiness Order Products Customer Service Site Log In

**Site Login - Register**

**Medical Login**

- [New User Registration](#)
- [Existing User Registration](#)
- [Modify User Profile](#)
- [Modify Password](#)
- [Forgot Password?](#)
- [Forgot User ID?](#)

• [Problems Logging In?](#)

**DMMonline Links**

- [Quick Find](#)
- [External Links](#)
- [Visiting The DSCP](#)
- [Suggestion Box](#)
- [Customer Assistance](#)
- [DMMonline Documents](#)

To search our site, select here.



[Return to DMM Home](#)

Site Login for Single Signon (SSO) enabled applications

User ID:

[Forgot User ID?](#)

Password:

[Forgot Password?](#)

Login

**Attention Users!!!**

DoD Policies require that user accounts be deactivated after 90 days of inactivity. If your account has been deactivated, please [click here](#) to request that your account be reactivated.

DMMonline provides our customers and trading partners access to various e-Commerce and web based business applications.

In order to serve our customers better and to increase the security of our site, DMMonline has incorporated software that provides Single Sign On (SSO) access to the majority of our applications. After logging into this page, a user can easily see which applications in our suite of tools they are authorized to use. The following is a list of our applications that are currently SSO enabled:

**Applications Requiring Registration**

**Applications Currently SSO enabled - (Use above login screen)**

<a href="#">Biomedical Equipment Orders</a>	<a href="#">Best Pharmacy Report</a>
<a href="#">Contingency Automation Application</a>	<a href="#">CDMIA Analyzer</a>

<https://dmmonlinestaging.dscp.dla.mil/login/registernew.asp> Internet





# DAPA Management System (DMS)





# New User Registration

New User Registration - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites RSS Feeds

Address <https://dmmonline.staging.dscp.dla.mil/login/registernew.asp> Go Links

**Site Login - Register**

**Medical Login**


- New User Registration
- Existing User Registration
- Modify User Profile
- Modify Password
- Forgot Password?
- Forgot User ID?

Problems Logging In?

**DMMonline Links**

- Quick Find
- External Links
- Visiting The DSCP
- Suggestion Box
- Customer Assistance
- DMMonline Documents

To search our site, select here.



Return to DMM Home

## New User Registration

Starred (\*) fields are required, but providing more information will speed up the approval process. DSCP users please supply your LAN ID (paa or box number). After this form is submitted, the appropriate administrator will be notified to grant access to the applications requested. Users will be notified by the administrator when their id has been updated.

\*\*\* If you already have a user id and password for single sign on (sso) enabled applications, please login in and use the Existing User Registration Link. \*\*\*

**Basic User Information:**

Rank/Title:

\*First Name:

\*Last Name:

Duty/Position Title:

Address 1:

Address 2:

City:

State:

Zip Code:

\*Phone:

DSN:

\*User Type: >> Select

Contractor Company:

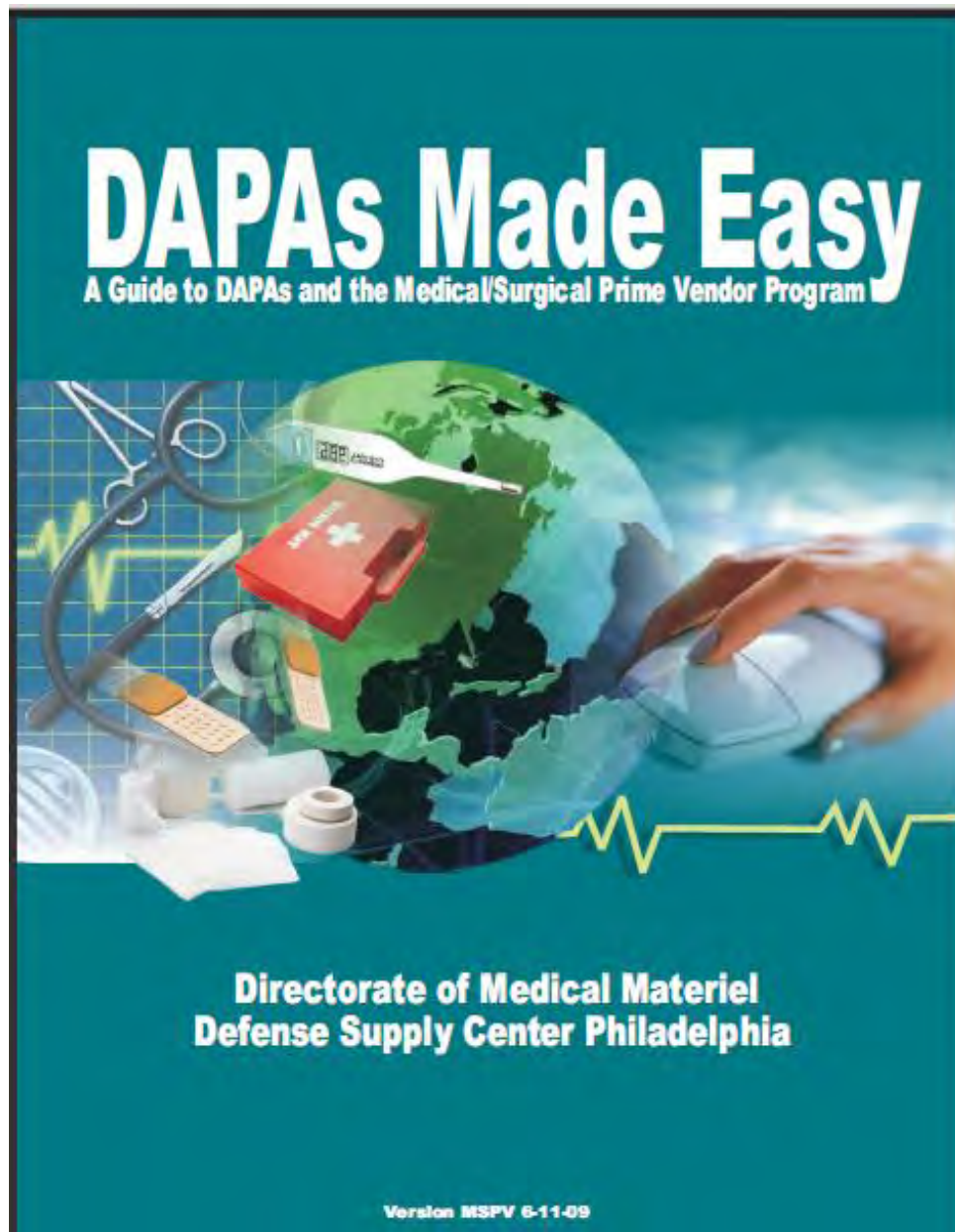
\*Organization:

Military Installation:

\*Email:



# DAPA Work Aids





# Medical Points of Contact

If you are interested in establishing a Medical/Surgical DAPA please visit...

**<https://dmmonline.dscp.dla.mil/Portal/DapaMS/DapaMS.aspx>**

- View our DAPA Guide Book for Med/Surg Prime Vendor
- Apply for access and DAPAs online

## For additional assistance contact...

Tom Drew	(215)737-2834	Thomas.Drew@dla.mil
Karen Bowles	(215)737-2125	Karen.Bowles@dla.mil
Joe Wasko	(215)737-8398	Joseph.Wasko@dla.mil

## For additional info on IAs contact...

Bill Woltjen	(215)737-7124	William.Woltjen@dla.mil
Tara Perrien	(215)737-8307	Tara.Perrien@dla.mil



# Enterprise Wide Standardization

- Defense Medical Materiel Program Office (DMMPO)
  - Recommend clinical, logistics, and program policy, and to support medical materiel development and acquisition processes across the 4 Services
- Medical Materiel Enterprise Standardization Offices (MMESO)
  - Support the Military Health System's (MHS) enterprise objective of implementing an integrated, collaborative process for medical materiel standardization that combines operational and institutional requirements for the purpose of improving clinical outcomes, enhancing readiness and training, controlling costs, and improving interoperability
- RIAs replaced by IA
  - Standardization will be for the entire Enterprise



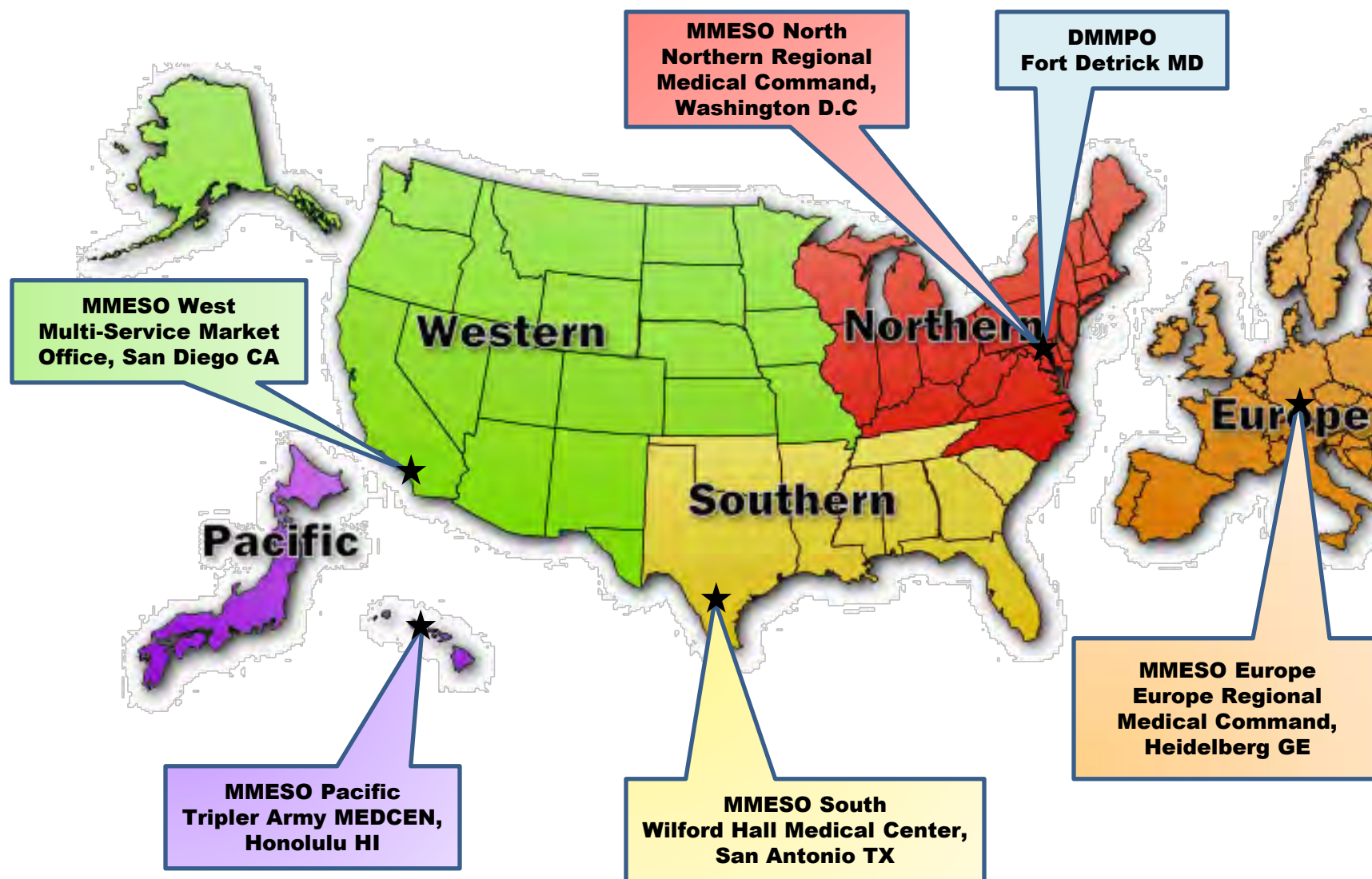
# MMESO Effort

- Notices for open IA competitions advertised in FedBizOps
- MMESO and Clinical Product Teams (CPT) conduct product evaluation and analysis
- These lead to product standardization and Incentive Agreements (IAs) between the Enterprise and our medical/surgical suppliers
- DLA Troop Support MSPV Standardization Team Provides assistance throughout
  - Review and approval of various documents
  - Legal Counsel
  - Distribution of agreed to pricing thru DMS
- Standardization program has improved product pricing and saved millions in cost avoidance





# DMMPO & MMESO Locations







# MMESO Contact Information

- On the web... [www.dmmmpo.dmsb.mil](http://www.dmmmpo.dmsb.mil)
- eMail... [MMESO@amedd.army.mil](mailto:MMESO@amedd.army.mil)

MMESO	Phone
MMESO Europe	49-6221-172109
MMESO North	(202) 782-3663
MMESO South	(210) 292-3270
MMESO West	(619) 532-8537
MMESO Pacific	(808) 433-3686

## CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



## MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



## CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



## SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA







# Defense Contract and Budget Trends

**David J. Berteau**

**CSIS Presentation at the  
2011 DLA Industry Conference & Exhibition  
Columbus, OH**

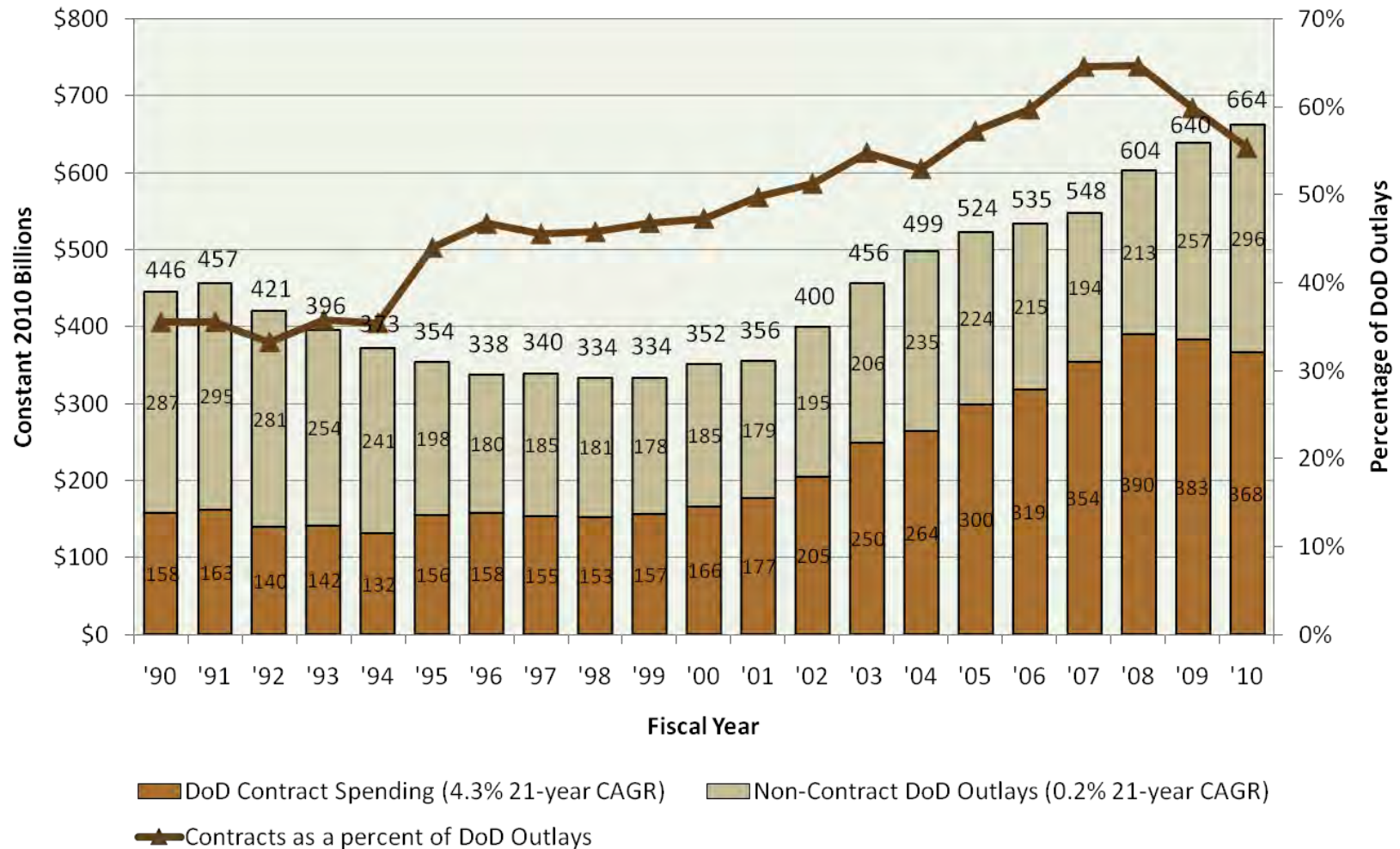
**June 28, 2011**

**CSIS**

**CENTER FOR STRATEGIC &  
INTERNATIONAL STUDIES**

**Defense-Industrial  
Initiatives Group**

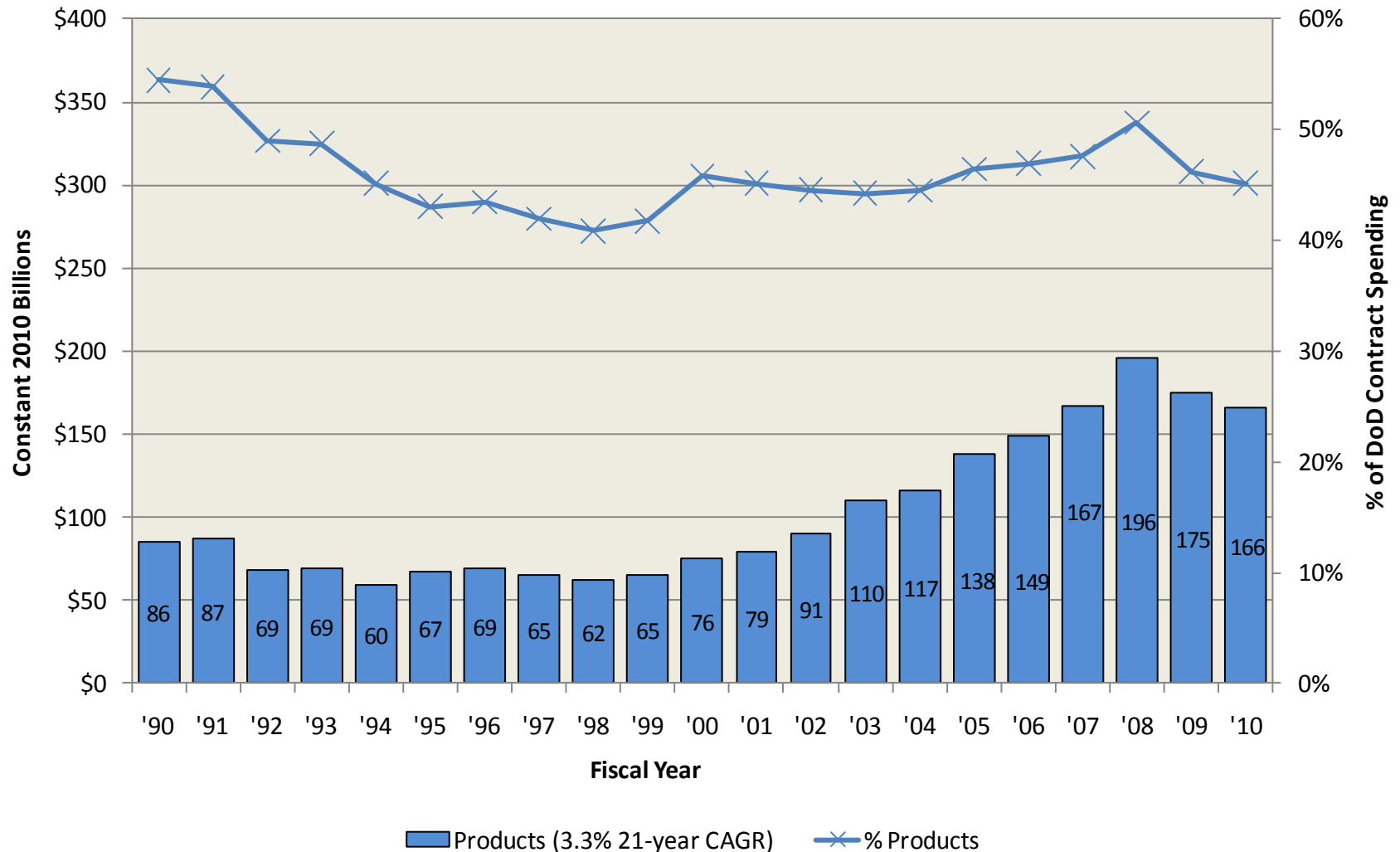
## Top Line DoD Contract Spending, 1990-2010



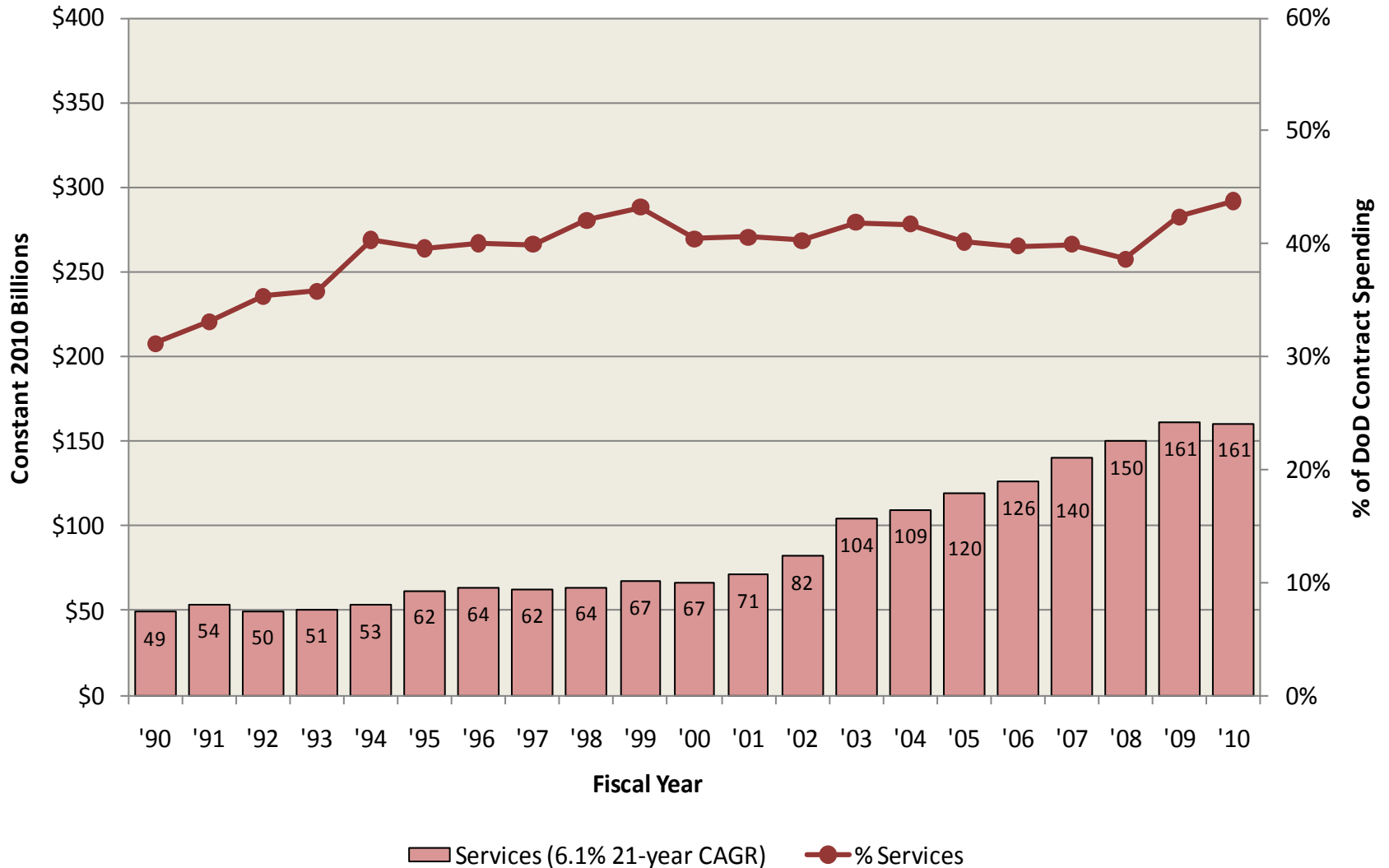
Note: Dollar figures may not sum to total due to rounding.

Source: DD350 and FPDS; CSIS analysis

## DoD Contract Spending for Products, 1990-2010

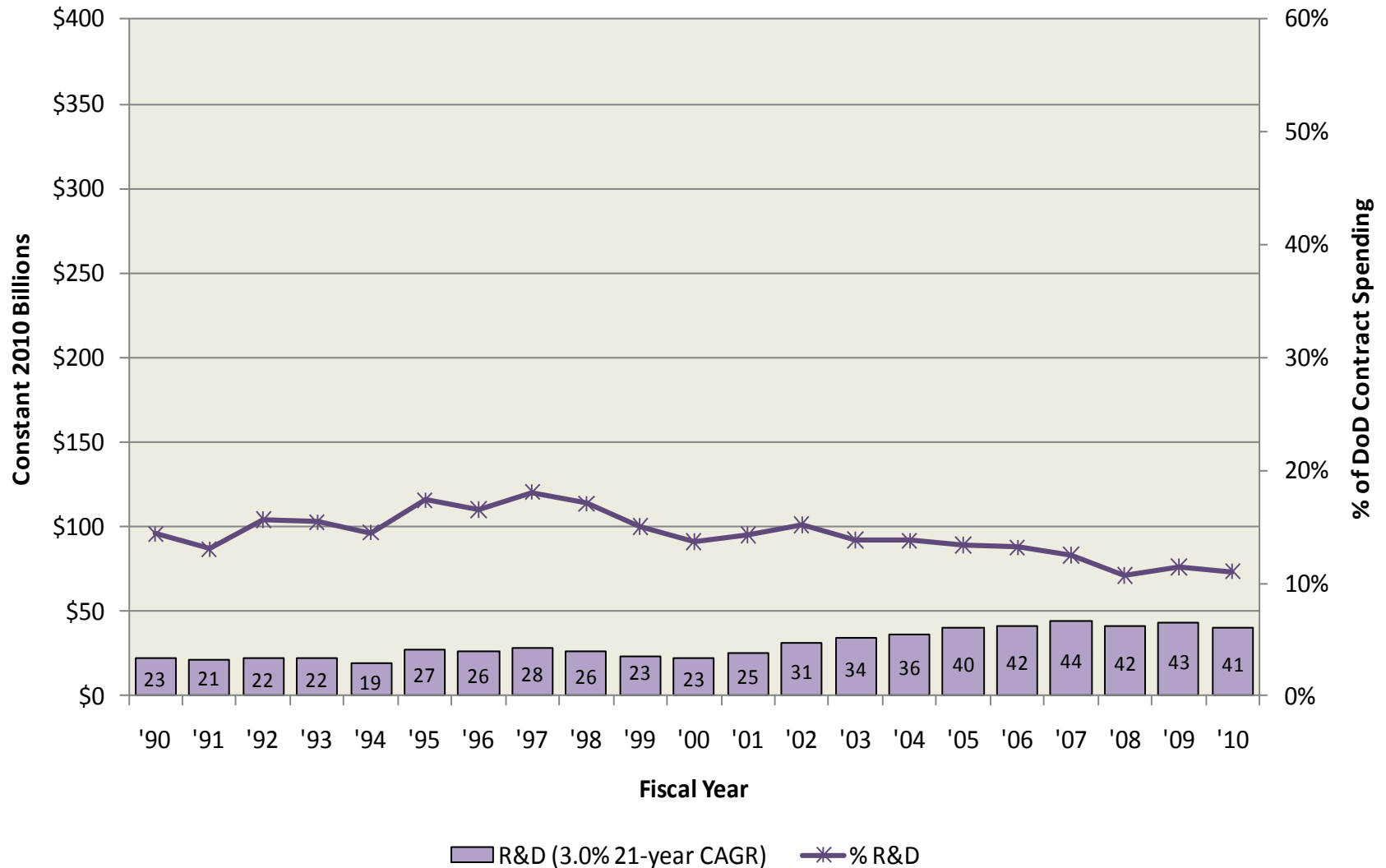


## DoD Contract Spending for Services, 1990-2010

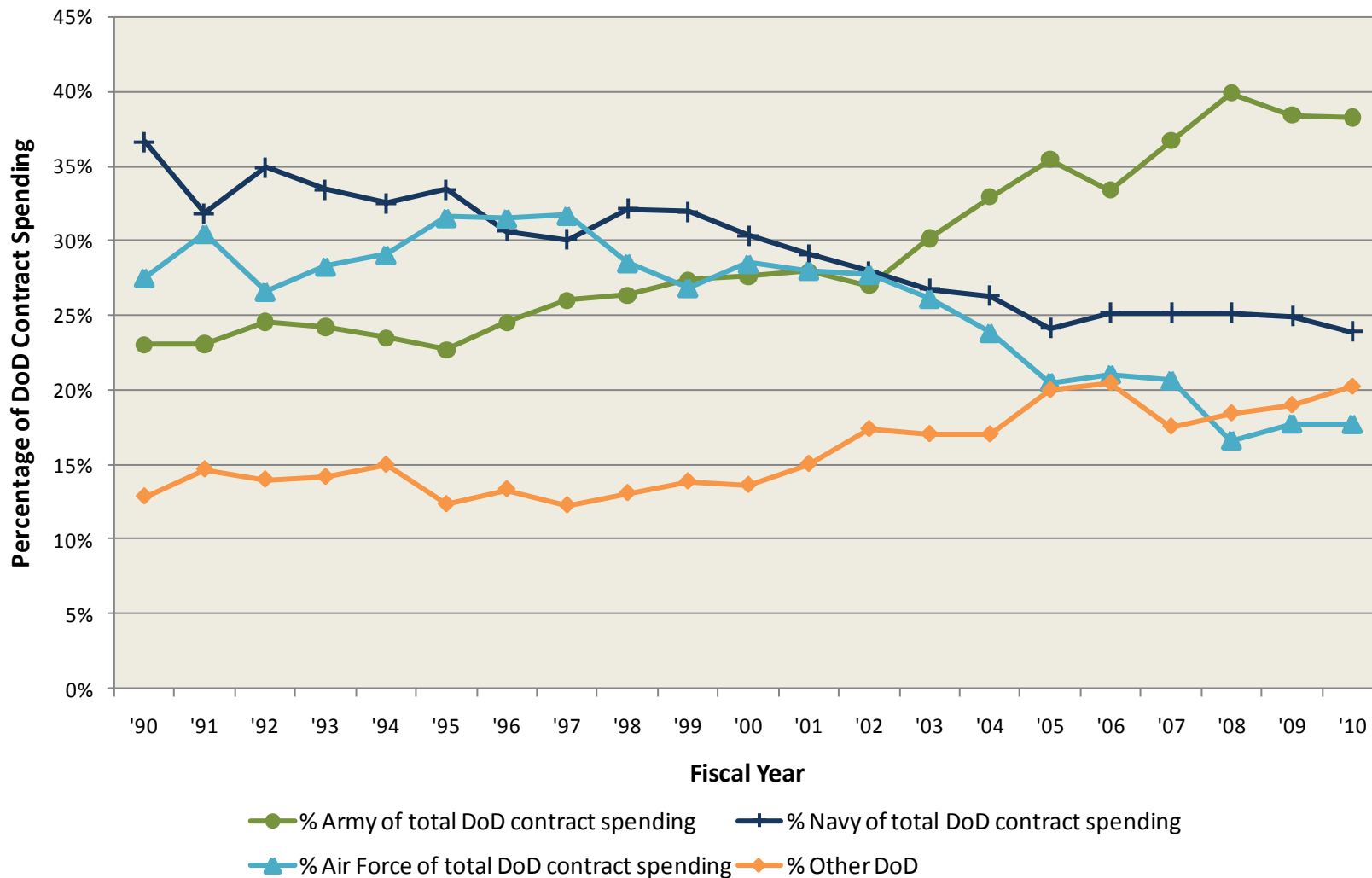




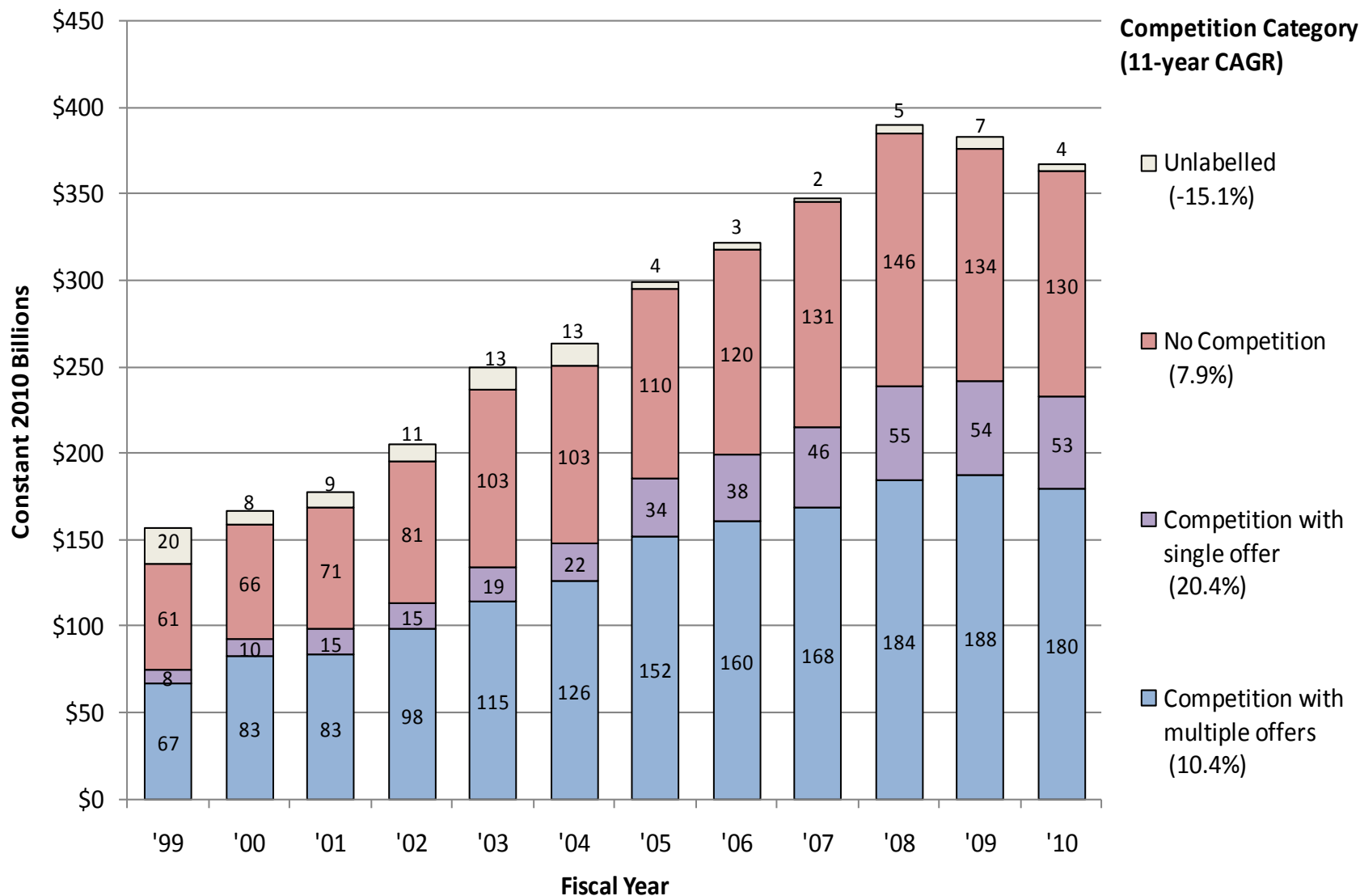
## DoD Contract Spending for R&D, 1990-2010



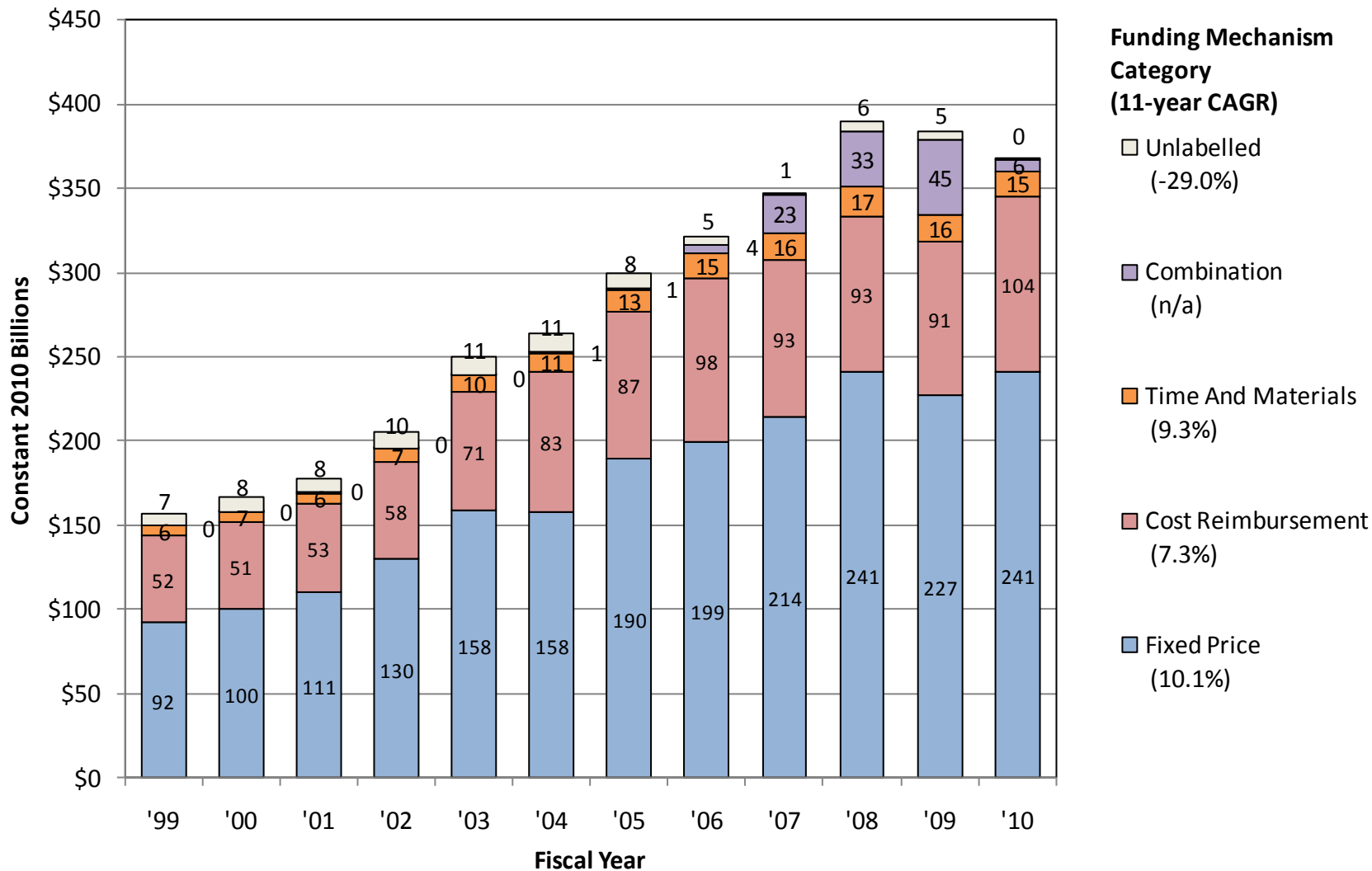
## DoD Contract Spending by Component in Percentage Terms, 1990-2010



## Defense Contract Spending by Competition, 1999-2010



## Defense Contract Spending by Funding Mechanism, 1999-2010



Note: The "other" category, which totals less than 20 million a year, was excluded from the figure.

Source: DD350 and FPDS; CSIS analysis

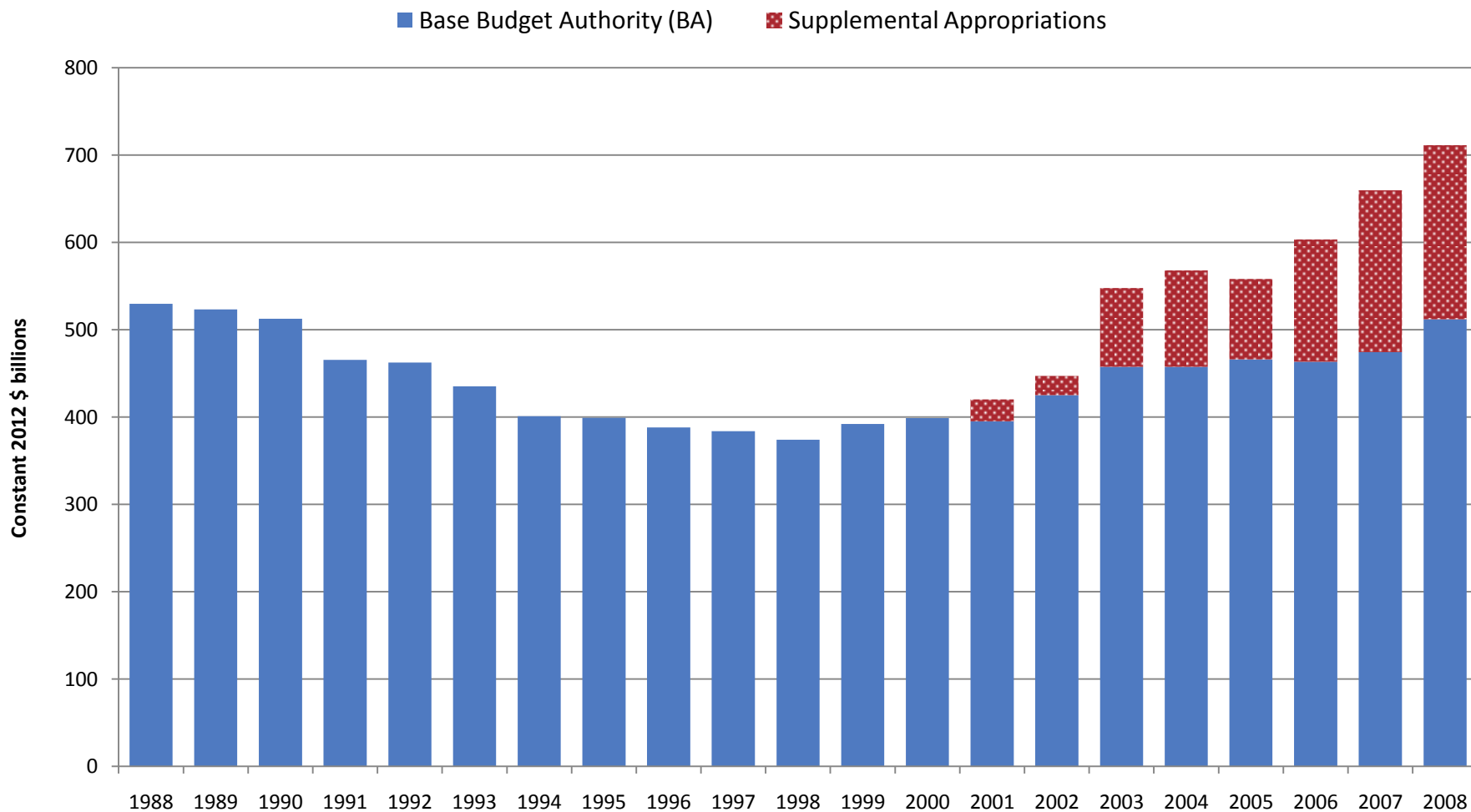
## Top 20 DoD Contractors, 1999 and 2009

Rank	Top 20 Contractors in 1999	Contract Value in 2010 Millions	Top 20 Contractors in 2009	Contract Value in 2010 Millions
1	Lockheed Martin	15,980	Lockheed Martin	31,900
2	Boeing	12,180	Boeing	21,020
3	Raytheon	7,900	Northrop Grumman	19,180
4	General Dynamics	5,560	General Dynamics	16,000
5	Northrop Grumman	3,740	Raytheon	14,930
<b>Subtotal for Top 5</b>		45,360		103,040
6	United Technologies	2,910	BAE Systems	7,230
7	General Electric	1,930	L3 Communications	7,050
8	Textron	1,810	United Technologies	6,790
9	TRW	1,760	Oshkosh	6,210
10	SAIC	1,730	KBR	4,660
11	Litton	1,530	SAIC	4,540
12	United Defense Industries	1,190	ITT	3,800
13	Computer Sciences Corp.	1,140	Humana	3,460
14	ITT	860	General Electric	3,030
15	Halliburton	830	Computer Sciences Corp.	2,980
16	Humana	790	Health Net	2,860
17	DynCorp	700	TriWest Healthcare	2,700
18	Bechtel	690	Bell-Boeing Joint Project Office*	2,570
19	Honeywell	680	MacAndrews & Forbes Holdings	2,460
20	Anthem	650	Bechtel	2,440
<b>Total for Top 20</b>		64,570		165,830
<b>Total for DoD</b>		156,520		383,420

\*Joint Venture

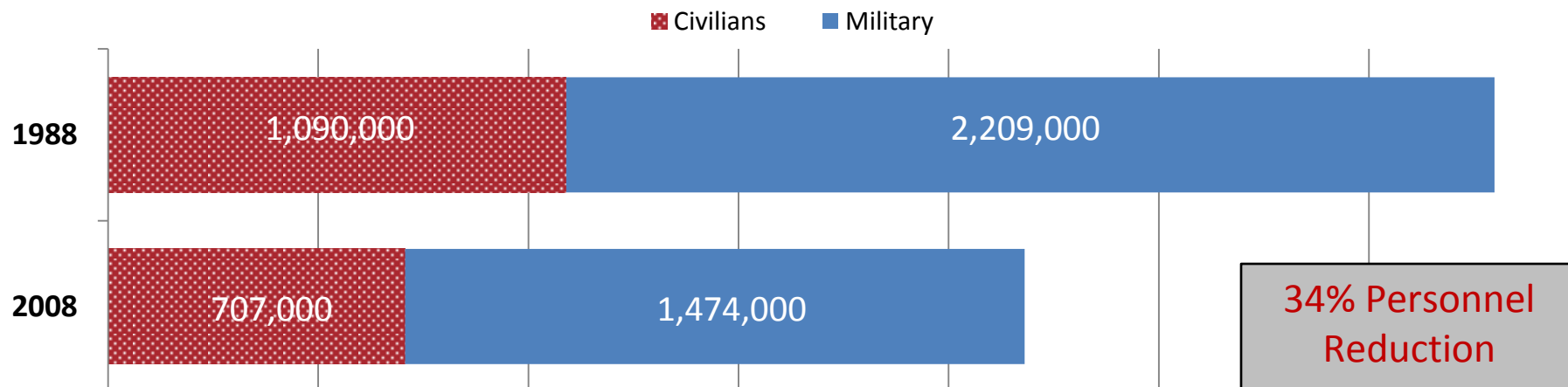
Source: DD350 and FPDS; CSIS analysis

## Department of Defense Budgets

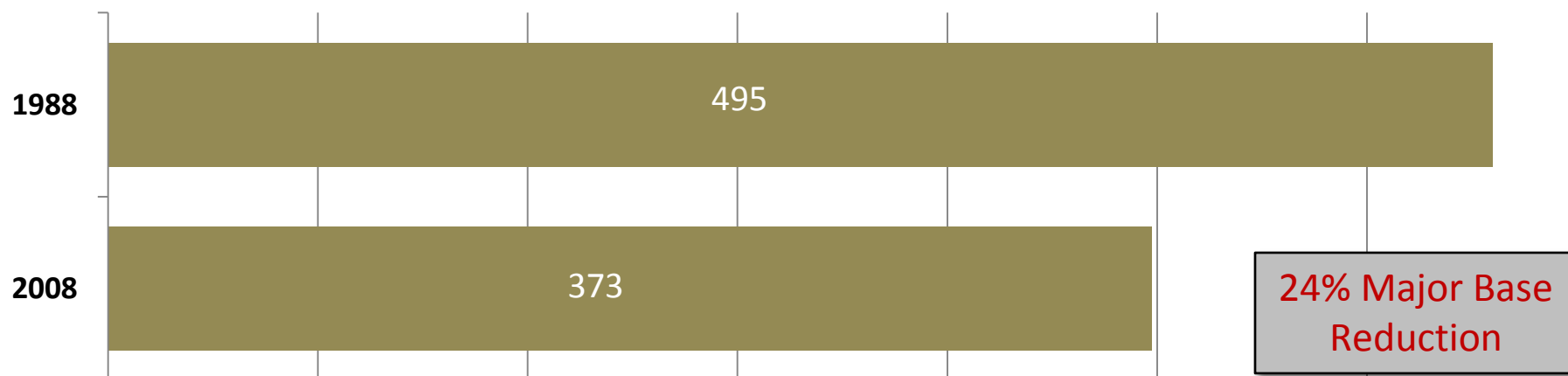




## Department of Defense Personnel



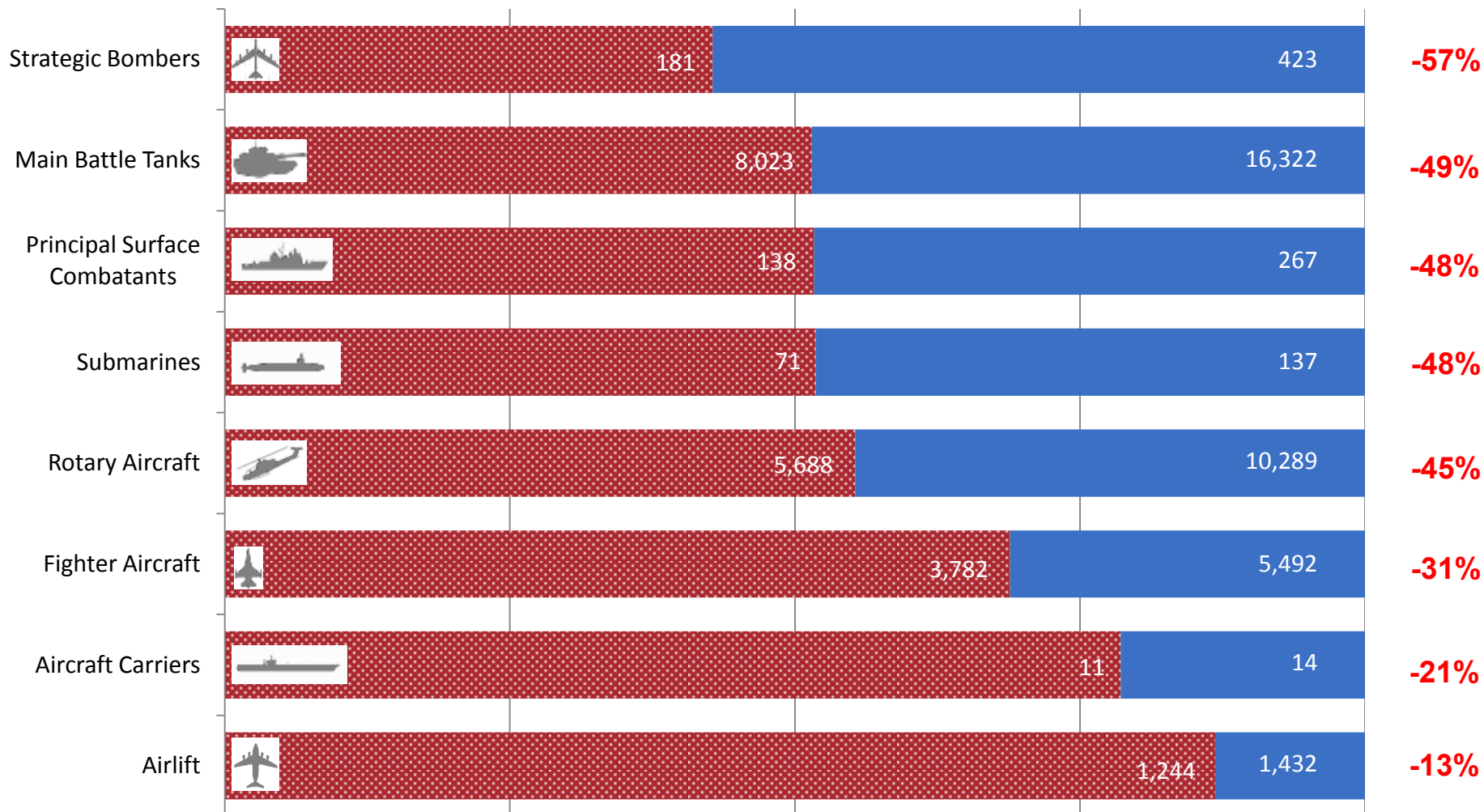
## Base Infrastructure



# Major Platform Inventory

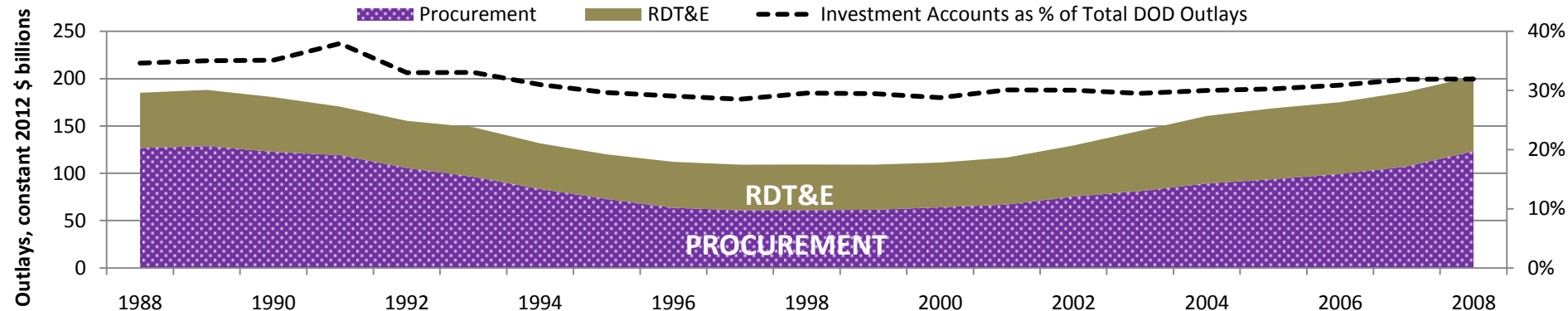
2008

1988

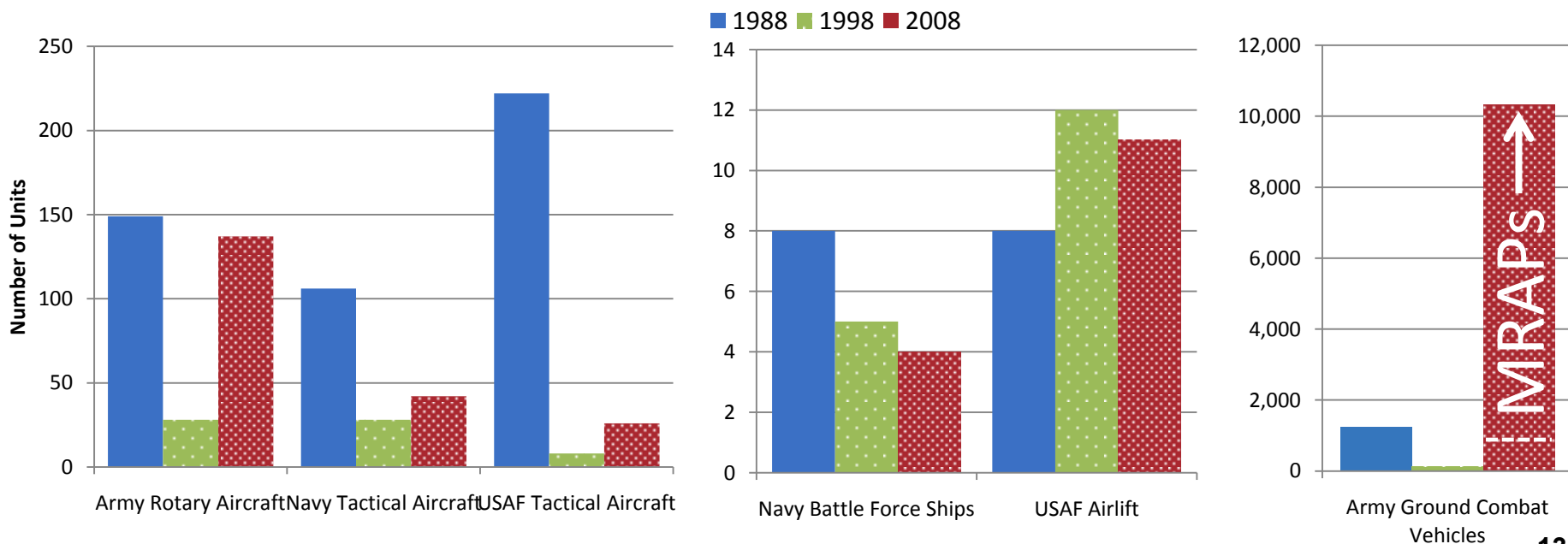
% Change  
1988-2008

Source: International Institute for Strategic Studies, "The Military Balance;" analysis by CSIS Defense-Industrial Initiatives Group

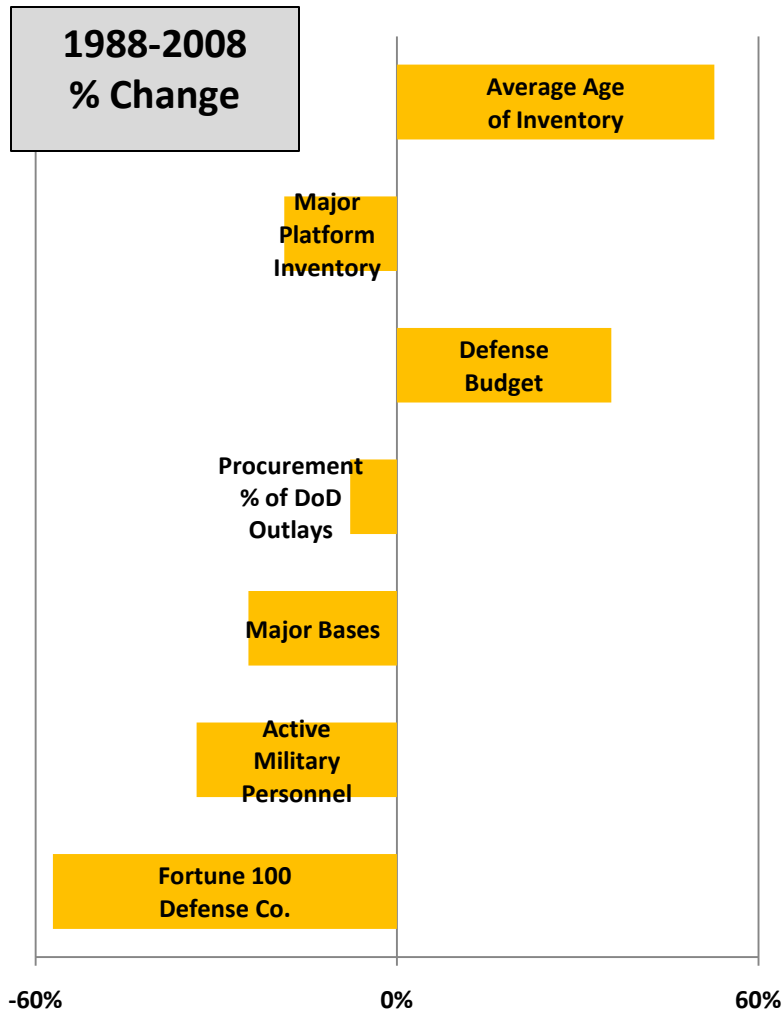
## Department of Defense Buying Power



## Major Platform Procurement



## Going Forward: Where do we cut this time?



- How long can we live off our inventory?
- Can we cut our procurement further without causing serious problems for future forces and capabilities?
- Can we close more bases?
- What portion of our overseas forces can we bring home?
- What personnel and related costs can be reduced?
- Can we consolidate the industry further?



# Thank you.

**David J. Berteau**

**CSIS Presentation at the  
2011 DLA Industry Conference & Exhibition  
Columbus, OH**

**June 28, 2011**

**CSIS**

**CENTER FOR STRATEGIC &  
INTERNATIONAL STUDIES**

**Defense-Industrial  
Initiatives Group**



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DoD/VA Joint Contracts for High Technology Medical Equipment

Mr. Andrew Wechter





# History

- Congressional Mandate
  - Streamline the acquisition process by eliminating duplication of efforts
  - Implement joint contracting between agencies
  - Leverage Government spending to obtain better prices for high tech medical equipment
- Memorandum of Agreement between VA and DoD...  
Appendix 3 covers medical equipment
  - Signed in 2003
  - Establishes guidelines for working relationship between agencies
- VA/DoD Quarterly Meetings



# Joint Contract Programs

- Radiology and Imaging Systems... 39 contracts
  - Types of systems
    - CT Scanners
    - X-Ray
    - MRI Systems
    - Ultrasound
  - Includes maintenance service programs
- Radiation Therapy (Oncology) Systems... 9 contracts
- Radiology Glassware... 4 contracts
- DIN-PACS... 9 contracts



# Contract Details

- Long term Indefinite Delivery Indefinite Quantity (IDIQ) type contracts
  - Vendors compete for delivery orders
  - Best value delivery order placement criteria specified
- Fixed prices with Economic Price Adjustment (EPA)
- All clinical products in a specific category
  - Vendors offer entire commercial pricebooks of medical systems
- Add new items... delete obsolete items
- Turnkey installation of large systems



# Opportunities for Vendors

- Contract programs have “Open Seasons” each year where new vendors can submit a proposal to be considered for a long term contract
- Partner with large, established vendors
  - Most vendors offer a variety of 3<sup>rd</sup> party items to complement their large medical systems
  - Examples... contrast auto injector, different types of viewing monitors



# Benefits of Joint Contracts for *Suppliers*

- Fewer solicitation responses to prepare
- Fewer individual contracts to negotiate
  - Focus on individual customer orders
- One Government contract, one price book
  - Less contract administration effort
  - Single contracting officer for administration
  - Easier product and price updates
- Common terms and conditions (where possible)



# Benefits of Joint Contracts for the *Government*

- Administrative savings
  - Share the award of long term contracts
  - Eliminate duplication of contracting work
  - Reduced post award work as each Agency administers half of the contracts
  - Each Agency still issues all delivery orders for established customer base
- Better prices
  - Leverage overall volume of DoD/VA business for better discounts
  - Take advantage of each Agency's best practices... e.g., VA Office of Inspector General commercial pricing audits





# Ongoing Partnership with Vendors

- Forum to address common issues
- Vendors work through the Medical Imaging and Technology Alliance (MITA)
- Current issues (sample)
  - Information assurance and information security for medical systems
  - Licenses for diagnostic maintenance software
- Future joint contract programs
  - Integrated Operating Room Systems
  - Robotic Surgery Systems

# CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



# MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



# CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



# SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



**DLA Aviation**  
***Who We Are and Where We  
Are Going...***



# Supporting Aviation Readiness

**F-22**



**B-2**



**C-5**



**F/A-18**



**AV-8B**



**V-22**



**H-53**



**H-46**



**UH-60**



*"We hear you...It's the sound of freedom"*





# DLA Aviation

## Mission

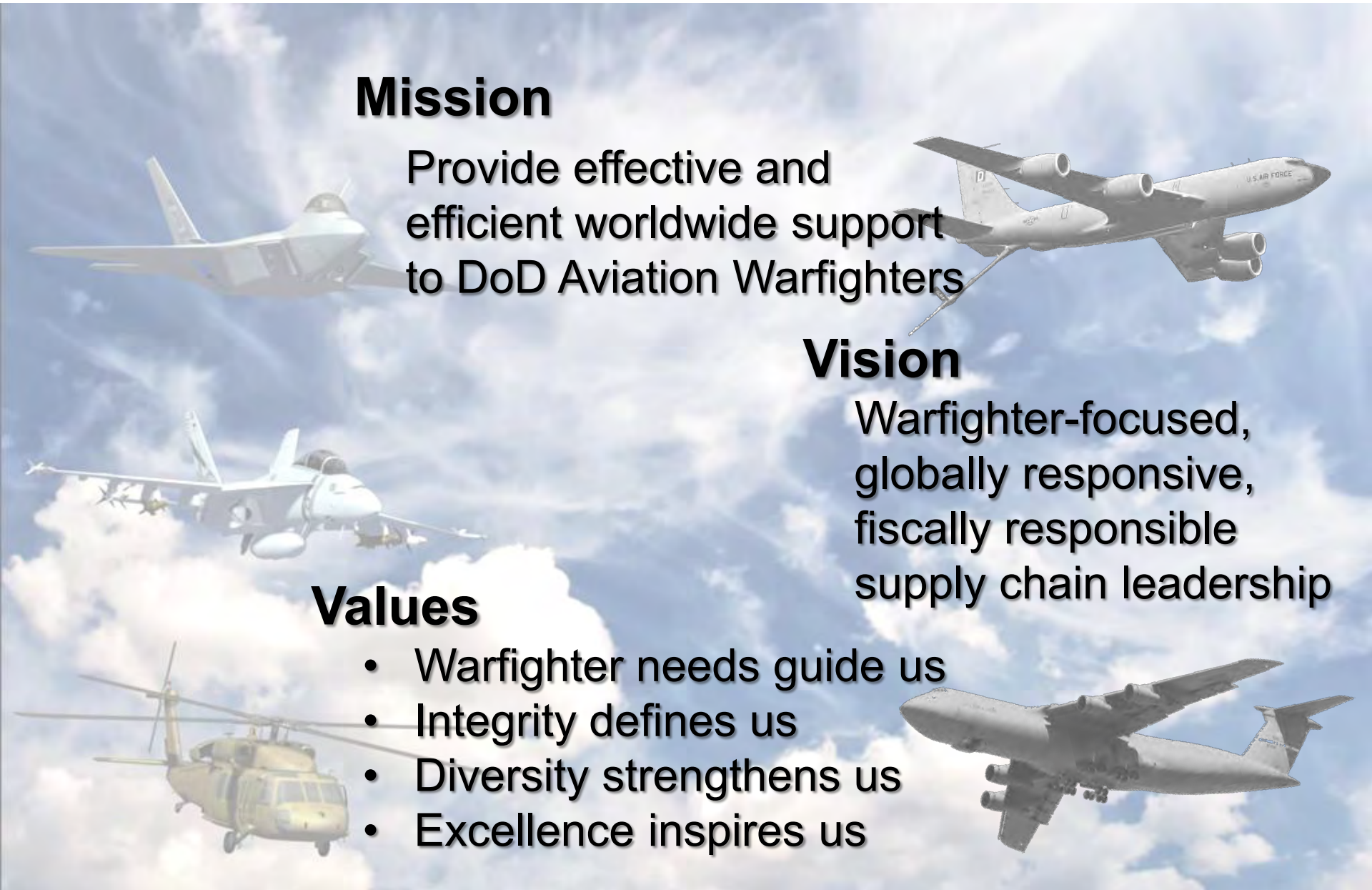
Provide effective and efficient worldwide support to DoD Aviation Warfighters

## Vision

Warfighter-focused, globally responsive, fiscally responsible supply chain leadership

## Values

- Warfighter needs guide us
- Integrity defines us
- Diversity strengthens us
- Excellence inspires us





# Our Environment

## **Fiscal Constraints**

- 10% Material Reduction Initiative
- Reduced operating costs

## **Future Demands**

- Afghan surge suppressed repair
- Uncertain operational commitment timeline

## **Foreign and domestic commercial aviation growth**

- Increased demand for materials and capacity
- Decreased negotiation leverage/increased prices





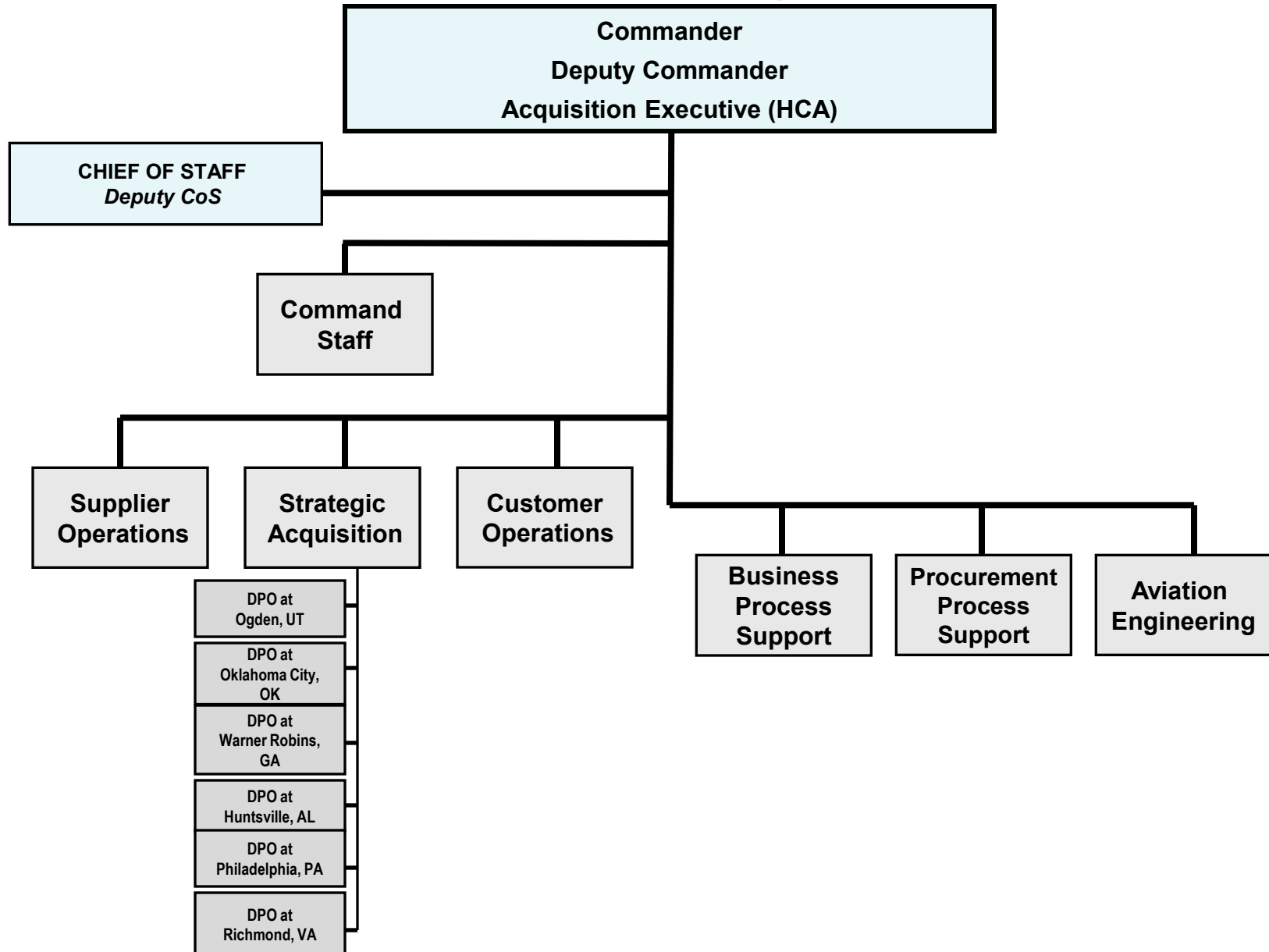
# Organizational Changes ... and where it impacts you

## What are the impacts:

- 5 Additional DLA procurement locations
  - New leadership faces
  - Additional Small Business Specialists
  - Increased obligations (doubled)
- Migration of consumable items to DLA
- Broadened supply, storage and distribution mission
  - Additional “hubs” and “spokes” for storage
  - Local purchase responsibility

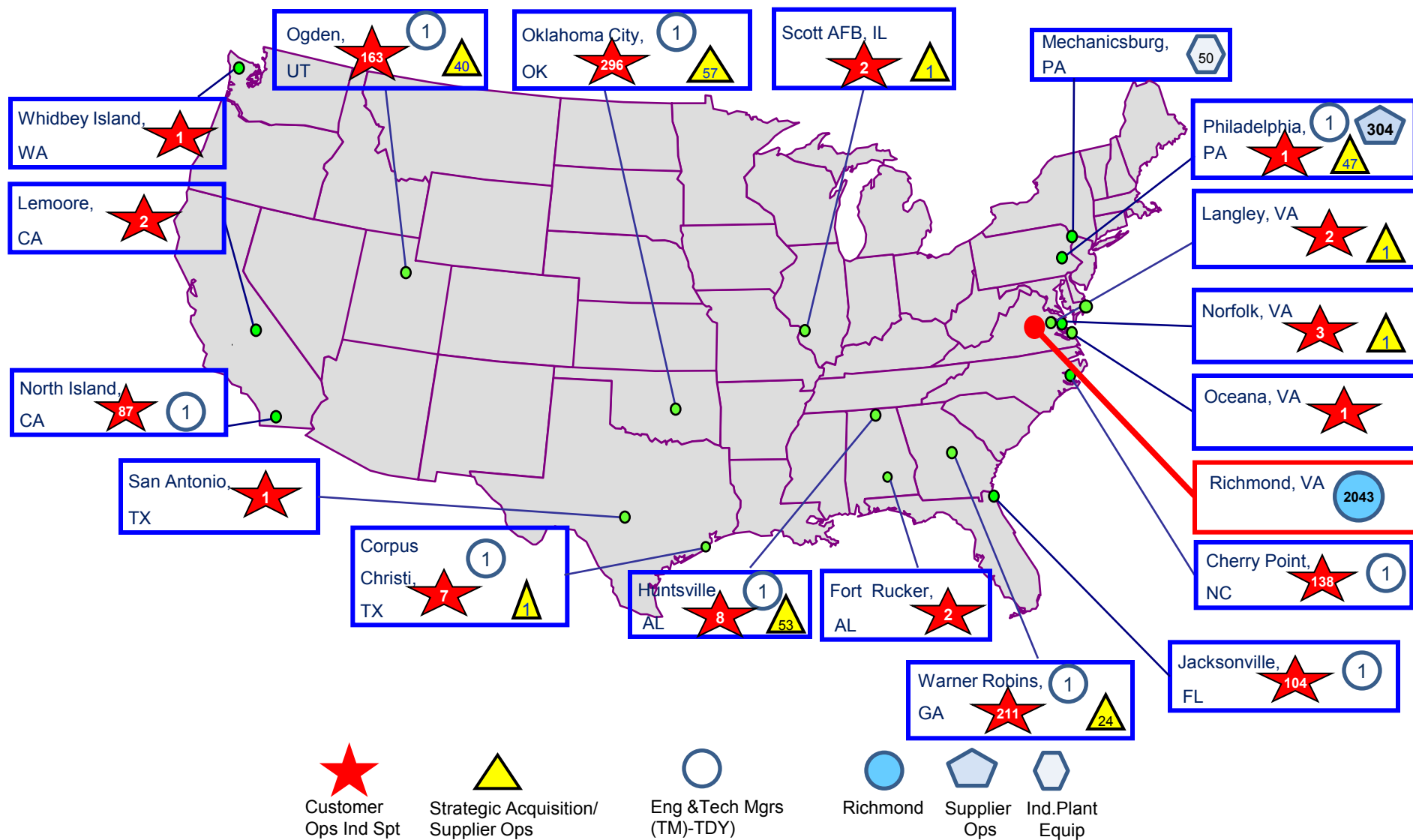


# DLA Aviation Organization





# DLA Aviation Profile



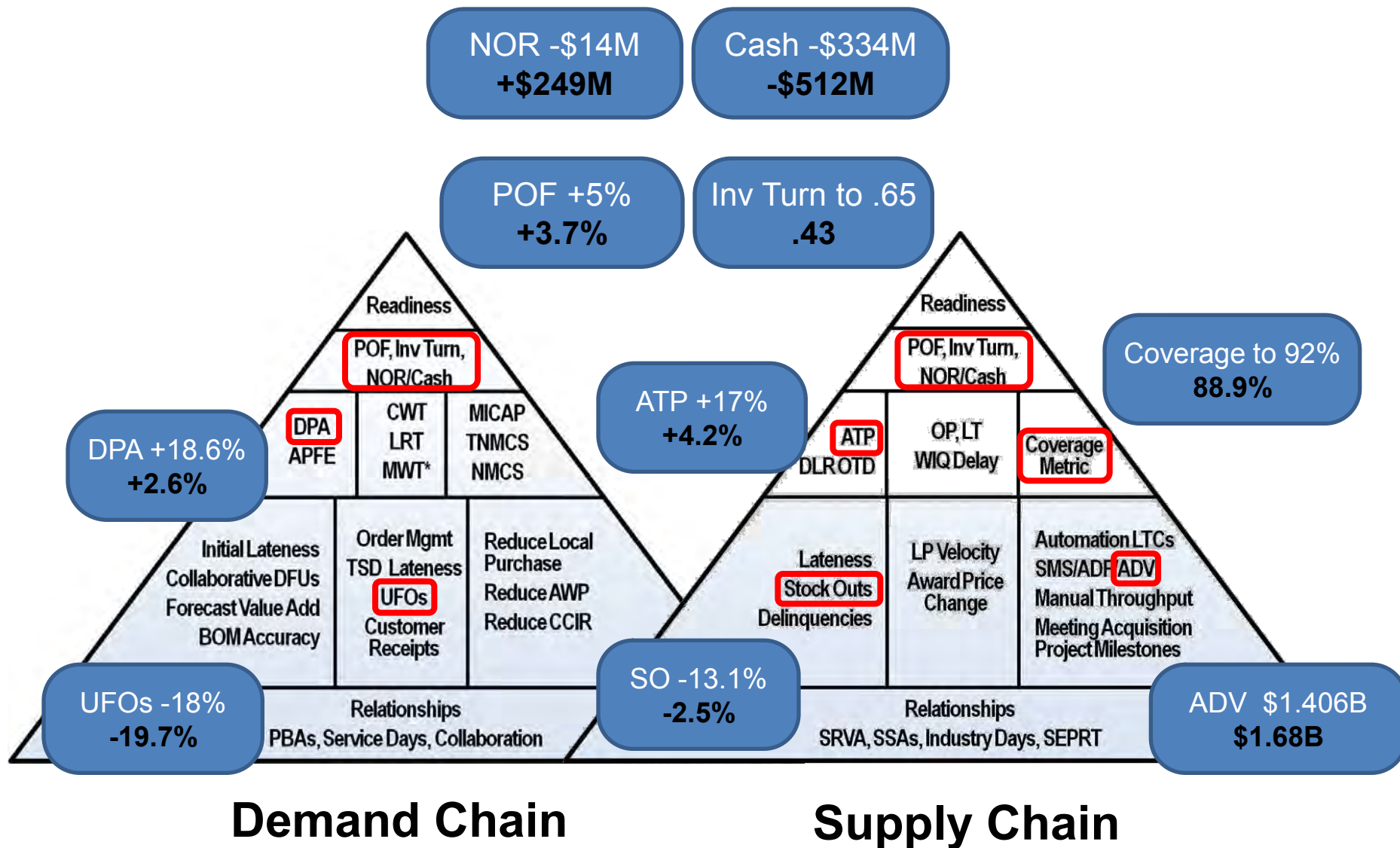


# DLA Aviation FY11 Top Focus Areas

- **PLANNING** – Improve through training for required skill sets and increasing collaborative working relationships with our industry partners
- **COST MANAGEMENT** – Maximizing taxpayer dollars through elimination of waste and alignment of resources (people, processes, time and money)
- **INDUSTRIAL SUPPORT** – Integrating and aligning capabilities and expectations at depot-level. Right part at the right place at the right time
- **HUMAN CAPITAL & TALENT MANAGEMENT** – Building a climate that values diversity and team contributions. Leverage existing capabilities, developing highly motivated and effective workforce
- **ACQUISITION STRATEGIES** – Optimize acquisition end to end logistics support, using supplier relationships and capabilities, total cost and desired performance, integrating consumable and reparable acquisitions.



# FY11 Aviation Performance Targets







# DLA Aviation Product Lines

## DLA's AVIATION DEMAND & SUPPLY CHAIN

### Class IX Support

- Engines and Airframes
- Instruments/gauges
- Electrical Hardware
- Chemicals
- Packaged POL
- Threaded and Non-Threaded Fasteners
- IPV Program
- Industrial
- Depot Level Repairables

### Environmental Products

- Re-refined Oil
- Ozone Depleting Substance Reserve
- Chemical Prime Vendor Program

### Mapping

- Topographic, hydrographic, aeronautical maps/charts, in both hard copy and digital format, for all DoD Activities
- More than 87,000 products

### Industrial Plant Equipment

- Lathes
- Milling Machines
- Boring Machines
- Grinding Machines
- Relocation
- New Procurement
- Overhaul

**DLA AVIATION**





# Multi-faceted Procurement Support

## Increase Automation

- Establish/grow long term arrangements
  - Sole Source
  - Competitive Commodity Focused
- Expand PACE execution
- Establish Auto IDPOs

## Create velocity in manual workload

- Utilize auto solicitation to greatest extent possible
- Embrace competition

## Develop agility

- Leverage quantity range proposals



# Hot Topics

- Small Business Program Update
- Policy Changes
- Reverse Auctions
- Post Award Priority Scheme
- Better buying power initiatives
  - Targeting affordability
  - Incentivizing productivity and innovation in industry
  - Promoting real competition
  - Reducing non-productive processes



# Future Areas of Interest

- EProcurement
  - DLA Aviation deployment beginning August 2011
  - There will be minimal impact to the supplier community
  - The look and feel of DIBBS will not change
  - Interface with the Services for DLRs in development
  - New functionality: Post Award Request (PAR) processing
- Coverage Metric – hard to procure category
  - Lack of quotes - 1G items
- Increased focus on sole source negotiations
  - Multi-year pricing
  - Share in savings provisions
  - Focused efforts on driving down price of material



# Future Areas of Interest

- Commodity Groupings
  - Taking tactical workload to a strategic level
  - Partnering to provide cost wise readiness improvements
  - Increasing automation through long term arrangements
  - Multiple award structure supports competition
  - Iterative efforts – initial population with growth over time
  - Leveraging small business capabilities with set-asides where feasible
  - 6 major efforts underway
    - Fasteners
    - Bearings
    - Lighting
    - Cables
    - Instrumentation
    - Structural Components



# Questions....



Why we're here.





# Supplier Communications

Suppliers will receive updated messages via:

- The DLA Internet Bid Board System (DIBBS) @ <https://www.dibbs.bsm.dla.mil>
- Supplier Information Resource Center (SIRC) @ <http://www.dla.mil/j-6/bsm/sirc/default.asp>
- Supplier Communications Email: [dscr.bsmsct@dlamail.mil](mailto:dscr.bsmsct@dlamail.mil)
- Federal Business Opportunities (FedBizOpps) @ <https://www.fbo.gov>
- Conferences
- Small Business Office





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DEFENSE LOGISTICS AGENCY Energy

Mr. Patrick J. Dulin  
Deputy Commander

June 28, 2011



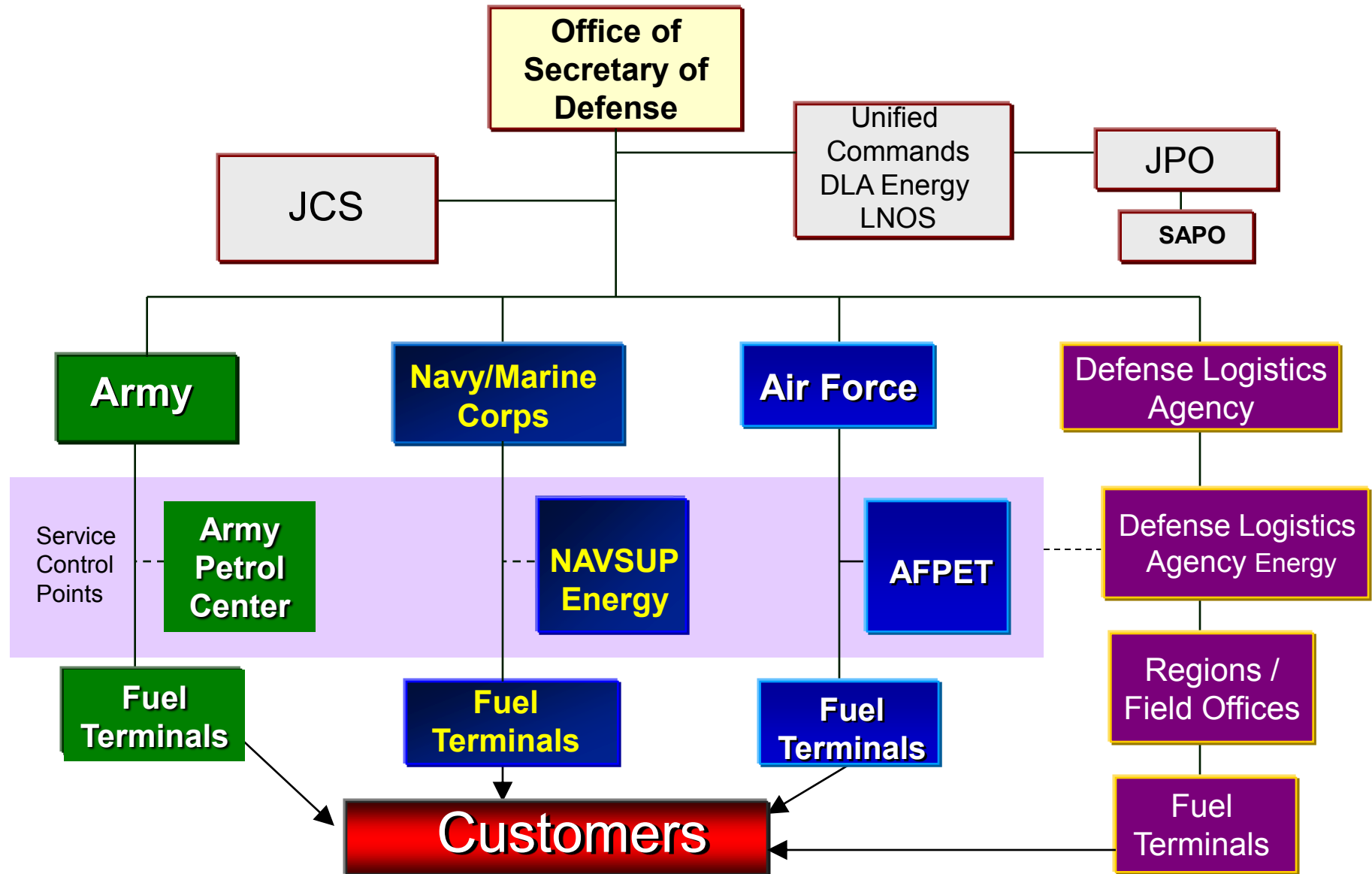
# Agenda

- Global Organization/Support
- How We Do Business
- How We Support The Warfighter
  - DLA Energy Operations
  - DLA Energy Regional Offices
- Summary



# Global Organization/Support

## DoD Petroleum Structure





# Global Organization/Support

## Defense Logistics Agency



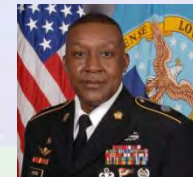
**Chief of Staff**  
Mr. Fred Baillie



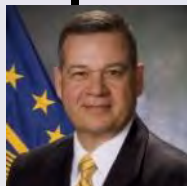
**Vice Director**  
Ms. Mae DeVincentis



**Director**  
Vice Admiral  
Alan S. Thompson  
United States Navy



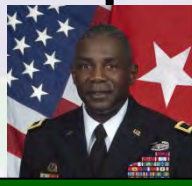
**Senior Enlisted Leader**  
Command Sergeant Major  
Otis Cuffee  
United States Army



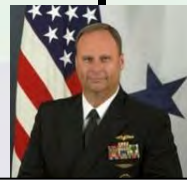
**DLA Troop Support**



**DLA Aviation**



**DLA Land and Maritime**



**DLA Distribution**



**DLA Energy**



**DLA Disposition Services**



**COMMANDERS  
& DIRECTORS**

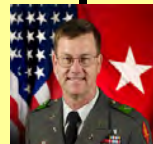
**CORPORATE  
STAFF**



**DLA Installation Support**



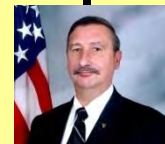
**DLA Human Resources**



**DLA Logistics Operations**



**DLA Strategic Plans and Policy**  
GS-15



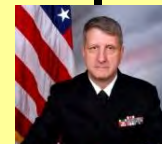
**DLA Information Operations**



**DLA Acquisition**



**DLA Finance**



**DLA Joint Reserve Force**



**SERVICE  
ACTIVITIES**

**DLA Pacific**



**DLA Europe & Africa**



**DLA Central**



**DLA Logistics Information Service**  
GS-15

**DLA Document Services**  
GS-15

**DLA Transaction Services**  
GS-15

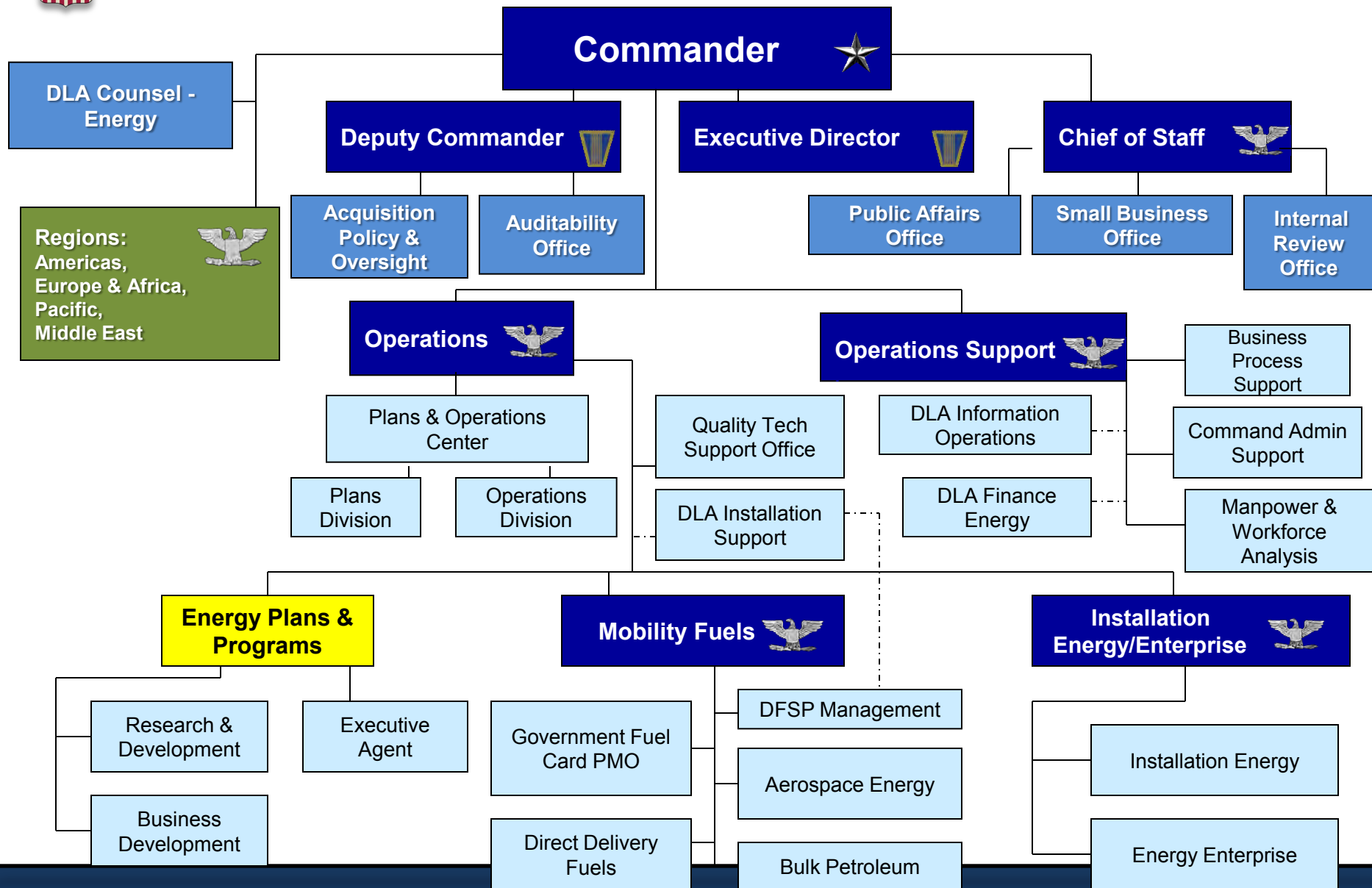
**DLA Strategic Materials**  
GS-15

**Joint Contingency Acquisition Support Office**





# Defense Logistics Agency Energy







# **DLA Energy Mission, Vision and Values**

## **Mission**

**To provide the Department of Defense and other government agencies with comprehensive energy solutions in the most effective and efficient manner possible.**

## **Vision**

**Our customer's first choice for energy solutions.**

## **Values**

- **Warfighter needs guide us**
- **Integrity defines us**
- **Diversity strengthens us**
- **Excellence inspires us**





# DLA Energy Enterprise

## Military Fuel FY10

Inventory	59.9M barrels*
Storage Locations	630
Barrels Sold	130.5M
Fuel Cards	\$699.7M
Aerospace Energy Sales	\$69.6M

## Petroleum Sales: All Customers

FY06 Net Sales	133.9M barrels	\$12.7B
FY07 Net Sales	132.4M barrels	\$12.6B
FY08 Net Sales	132.5M barrels	\$17.5B
FY09 Net Sales	129.0M barrels	\$12.2B
FY10 Estimate	130.5M barrels	\$15.3B
FY11 Estimate	125.5M barrels	\$18.0B

## Foreign Military Sales FY10

Net Sales	3.54M barrels - \$340.5M
-----------	--------------------------

\* 42 Gallons = 1 Barrel

## Expanding Energy Solutions FY10

Natural Gas Business	\$492M
<i>Electricity Business</i>	\$36.5M
<i>Coal Contract Business</i>	\$31.8M
Renewables	\$1M
Energy Savings Performance	\$33.5M
<i>Estimated U.P. Awards</i>	\$616M
<i>multi year awards</i>	

## Forward Presence FY10

Co-located: 3 Service Control Points  
4 Geographic Regions: approx. 283 personnel

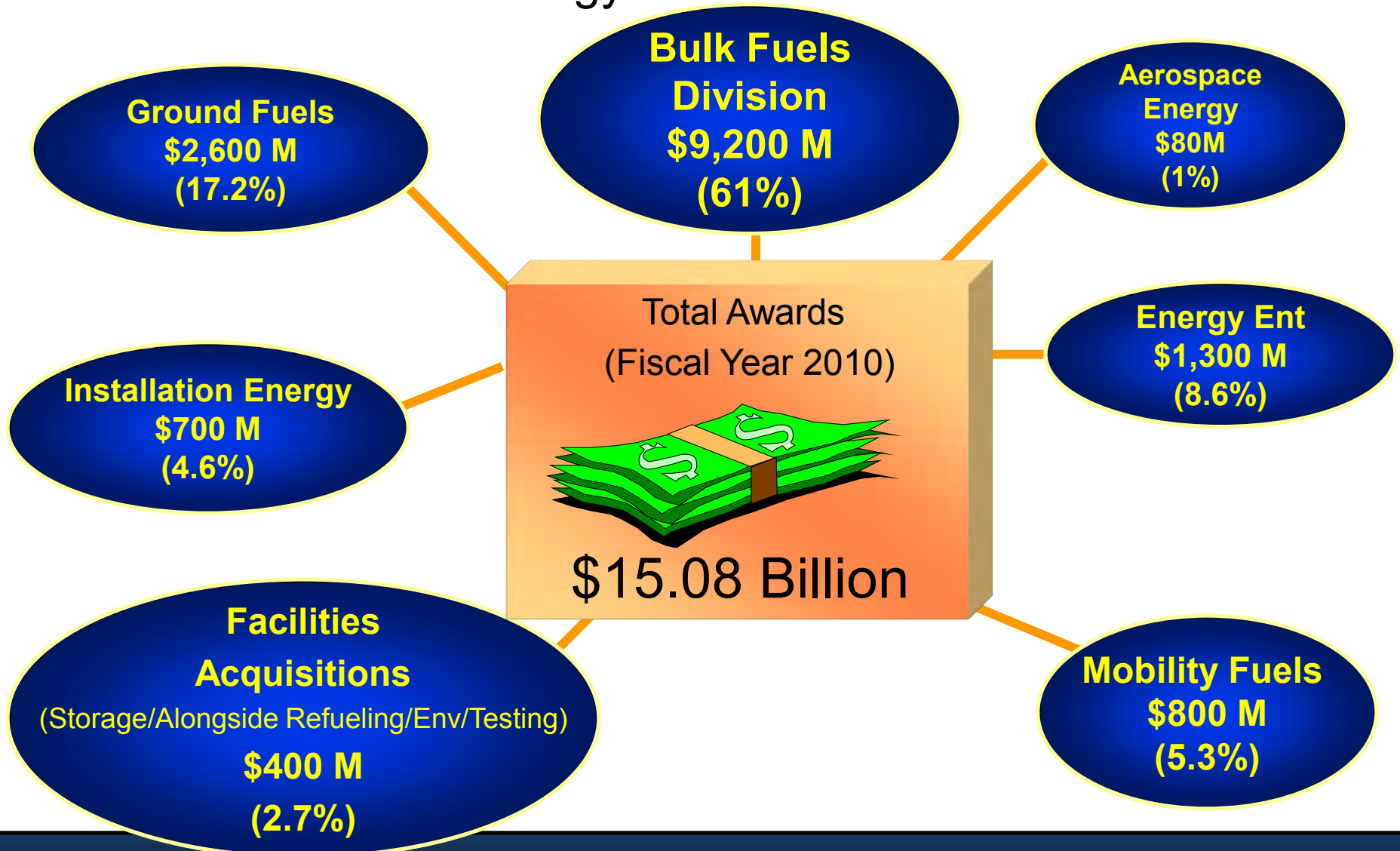
## Personnel On Board FY10

Civilians	1148
Military	63



# How We Do Business

## DLA Energy FY10 Contract Awards

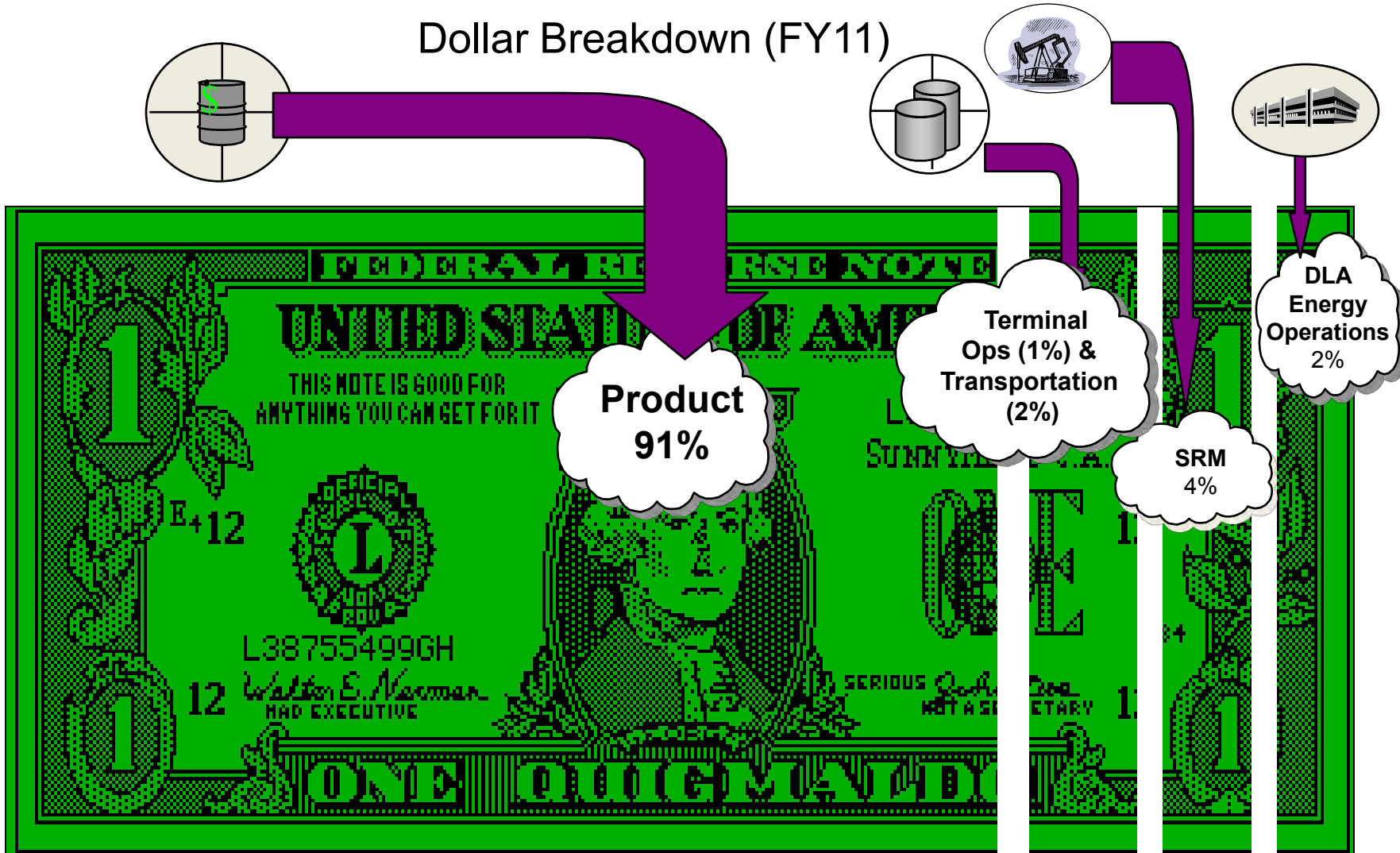




# How We Do Business

## DLA Energy Costs

Dollar Breakdown (FY11)

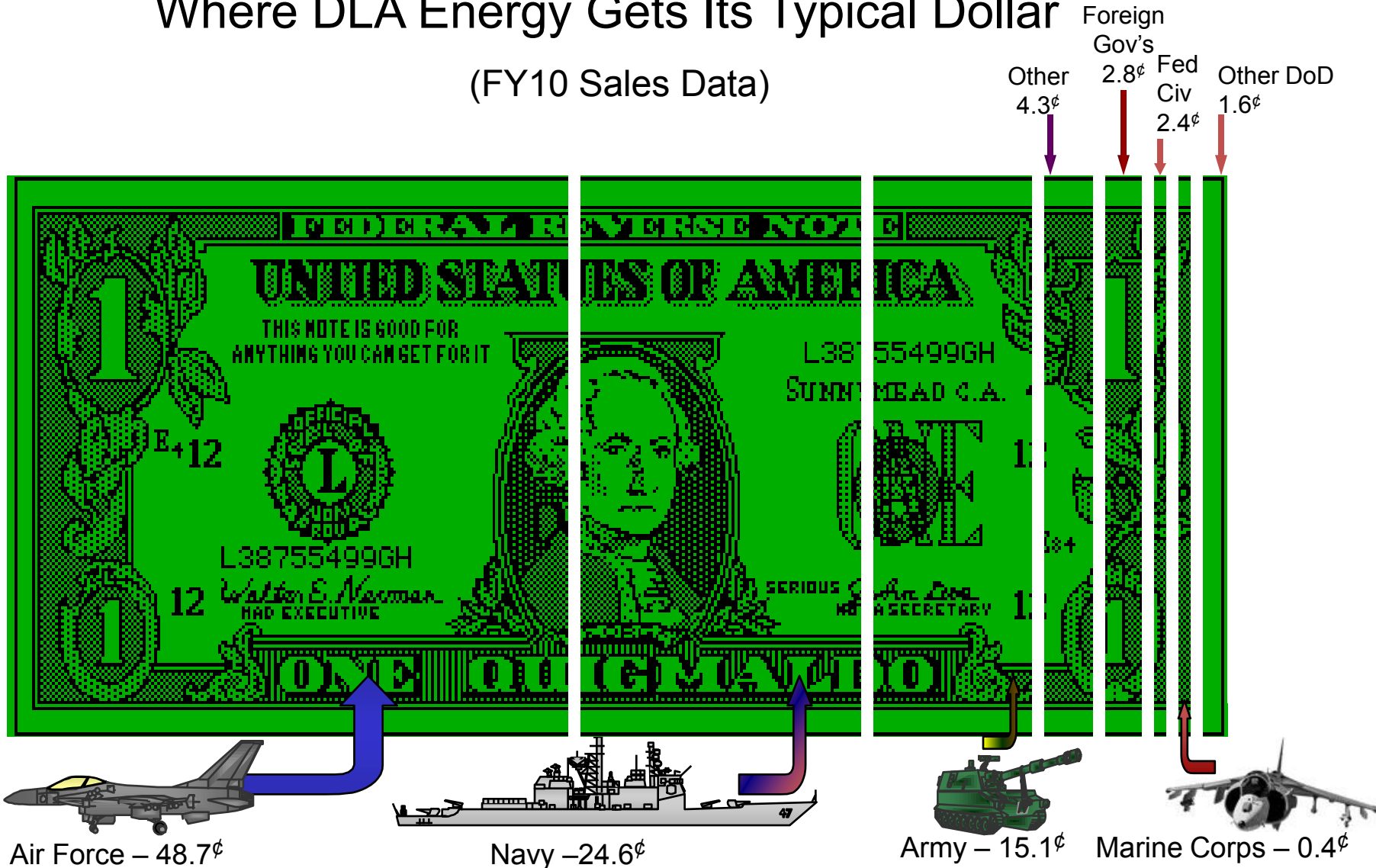




# How We Do Business

## Where DLA Energy Gets Its Typical Dollar

(FY10 Sales Data)





# How We Do Business

## Small Business Office

### **Current FAR Policy (FAR Part 19.201 (a))**

“It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, Veteran-owned Small Business, Service Disabled Veteran-owned Small Business, HUBZone small business, small disadvantaged business and woman-owned small business concerns. Such concerns shall also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.”



# How We Support the Warfighter

## DLA Energy Operations





# Bulk Petroleum

## Program Overview

- Bulk Fuels Contracting
  - \$9.2B in awards FY10
- Services and Storage Contracting
  - \$446M in awards FY10
- International Agreements
  - 42 Agreements in Place/\$492M in IA support FY10

## Major Accomplishments

- Continued OIF/OEF Support
- Increased Storage in Afghanistan
- Optimization awards
- Alongside Aircraft Refueling for Navy
- AETC Fuel Operations Contracts
- COCO Storage in Singapore
- Continued support of bulk fuel programs
- Signed Fuel Exchange Agreement with UAE

## Current Initiatives

- Peer Review process for fuel programs
- DoE Heating Oil Reserve Storage
- Arabian Gulf/Multiple COCO Storage efforts
- Cape Canaveral Optimization
- Global Strike/Space/AETC Fuel Operations
- Navy Green Fleet Hydrotreated Renewables

## Future Initiatives

- Co-mingled Storage
- Commercial Jet Fuel purchasing
- Process Improvements
- International Agreement Budget SOP
- Nineteen Additional Agreements in the Pipeline
- SOPs/Desk Guides
- Al Dhafra bulk fuel support



# Direct Delivery Fuel

## Program Overview

- Posts, Camps & Stations (PC&S)
  - Commercial ground fuel products worldwide
  - Diesel Fuel, Gasoline, Heating Oil, Alternative Fuels
- Into-Plane
  - Aviation fuels at commercial airports worldwide
  - Often DoD's first line of logistics on foreign soil
- Ships Bunkers
  - Ship propulsion fuels at commercial seaports worldwide

## Current Initiatives

- Major Acquisitions
  - PC&S – FEMA, Alaska, Columbia, Germany, Italy, Djibouti, Kyrgyzstan (MTC), Iraq (State Department), Afghanistan (NDN, Pakistan & Bagram pipeline)
  - Ships Bunkers – Domestic, Central & South America, Pacific (125 locations)
  - AFRICOM Support
- SEA Card Ordering Management System (SCOMS) Open Market Program



## Major Accomplishments

- OEF/OIF Support
  - Afghanistan – multiple supply chains; increased reserve storage capability
  - Iraq – Uninterrupted fuel support to the Warfighter; products sourced from Turkey
- FEMA Contingency Support
  - Proof-of-Concept Drill
  - Successfully supported Hurricanes Gustav & Ike, Kentucky ice storms, Alabama tornadoes

## Future Initiatives

- LEAN events
- Pricing for Non-DoD Customers
- Swipe Sea Card Open Market Pilot Program





# DFSP Management

## Program Overview

- Oversight of 630 DFSPs with major programs in the following:
  - Inventory Accountability
  - Inventory & Dist Mgmt
  - Terminal Ops
  - SRM
  - Privatization
  - BSM-E Systems Support and Training

## Major Accomplishments

- Increased Warfighter Stockage/CENTCOM Support
- Army Korea GOCO contract (10 locations)
- Funded 108 installation level engineering surveys
- Increased SRM staffing by 43%
- 98% of FMD deployments complete/completed FMD 8 baseline configuration
- Completed Secondary Sale Interim Guidance
- Inventory Management intranet tool deployed
- Completed first round of Staff Assist Visits

## Current Initiatives

- Jet-A Demonstration/DFSP Charleston Conversion
- Assuming AF contracts-AETC/AFSPC/AFGSC
- PACOM Study Implementation
- Global Inventory Reduction Study (DORRA)
- EBS Implementation – external portal
- Align FMD Configuration with EBS convergence
- Expansion of Inventory Metrics
- DWCF loss reduction aboard Navy vessels

## Future Initiatives

- Assumption of AFMC Contracts
- Wake Island Optimization Study
- Development/Execution of FY12 SRM Master Plan
- Compliance Inspection Program
- BCA on quantity determination



# Fuel Card Program

## Program Overview

- DoD-level program office for AIR Card®, DoD Fleet Card and SEA Card® programs
  - Policies, procedures, program support
- FY10 Stats:
  - AIR Card®: \$561M, 212K transactions
  - DoD Fleet: \$54M, 676K transactions
  - SEA Card®: \$199M, 1450 transactions

## Major Accomplishments

- Major policy development – DoD Manual, 4140.25
- 24/7, 365 global warfighter support
- DoD Fleet Card Program successful transition to Wright Express
- FY10 Fleet Rebates \$719K
- Budgeting tool - Strategic Sourcing Report
- Development of Contract & Open Market SEA Card® Order Management System (DoD-SCOMS®)

## Current Initiatives

- Expand DoD-SCOMS® Open Market sales
- Swipe SEA Card® Pilot
- Expansion of AIR Card® website
- Develop PWS for AIR/SEA Card® Contract



## Future Initiatives

- WAWF – AIR Card® program - Army rollout
- WAWF – DoD Fleet Card Program
- LSS – Two Enhancement Initiatives
- Program Management Reviews





# Aerospace Energy

## Program Overview

- DoD Integrated Material Mgr for space and space-related products and services
  - Liquid propellants
  - Chemicals/compressed gases
  - Cryogenics
- Multiple supply chains
  - 96% long term contracts
  - 76% direct vendor delivery
  - Robust transportation mission
  - Limited industrial bases



## Major Accomplishments

- 16 launches in FY10 - 100% on time/on spec
- OIF/OEF bulk helium delivery
  - Developed in-country production of gaseous helium via 2 COCO Helium Transfill Facilities in AFG
  - Successfully supported surge of OEF Army Aerostats from 6 to 63
- Continuous Process Improvement (CPI) recognition
  - Back-to-back Packard Awards – 2006 & 2007
  - 2006 DLA Small Team Award
  - 2007 DLA Green Products and Services Award
  - 2008 SDDC Transporter of the Year

## Current Initiatives

- Ongoing major acquisitions - open solicitations
  - CONUS Gaseous Helium
  - Gaseous Helium Trailers/ISO Containers
  - OCONUS Helium - Afghanistan
  - Gaseous Hydrogen and Gaseous Oxygen - Warner Robins AFB
  - Liquid Helium in DEWARS
  - Aviator's Breathing Oxygen - multiple Middle East locations
- Contact: [Sharon.Murphy@dla.mil](mailto:Sharon.Murphy@dla.mil) to receive copies of solicitations

## Future Initiatives

- Anticipated increase in bulk helium demand
- Customer and supplier automation





# Quality/Technical Support

## Program Overview

- Quality and Technical acquisition Support for all Energy procurements
  - Quality Assurance and Surveillance
  - Standardization and Cataloging
  - Project Management of Test and Evaluation Programs
  - Evaluation of Energy Policy and Legislation

## Major Accomplishments

- OEF/OIF Support
  - Development of NSNs and specifications
  - Review of waivers and exceptions
- Disposition Requests for off-spec product
- Rewrite of DoD QA/QS Standard for Fuels, Lubricants and related products
- Technical oversight for \$48M in R&D projects

## Current Initiatives

- Support of the AF Jet A Conversion Program
- Approval program to increase the supplier base for JP-8 +100
- 1910 Quality Assurance Specialist DTC Intern Program
- Annual publication of the Petroleum Quality Information System Report

## Future Initiatives

- Evaluation of fuel additives to reduce cost within the logistical supply chain
- Update overarching DLA Energy QA policy and training standards
- Quality Automation through Energy Convergence
- ICW CAAFI/FAA develop EISA 526 compliance policy





# Energy Plans & Programs

## Program Overview

- Acts as the lead agent across a multitude of functions associated with the Center's roles in bulk petroleum, alternative fuels and renewable energy
- Has management responsibilities for the following offices:
  - Executive Agent (EA) Office
  - Research and Development Program Office
  - Energy Business Development Office

## Major Accomplishments

- Orchestrated center efforts to acquire over 760K USG of hydrotreated alternative jet & marine diesel
- Completed FY10 NDAA Section 334 Congressionally-mandated study
- Multiple alt fuel-related R&D contract awards
- Enabler for DLA Energy winning 2010 DLA Green Energy & Services Award

## Current Initiatives

- Acquisition Manager for Green Initiative for Fuels Transition Pacific
- Multiple energy-related R&D projects
- Support of Executive Agent supply chain enhancement projects

## Future Initiatives

- Orchestration of EA 2020 evolution
- Continual support of DoD alternative fuel and renewable energy initiatives
  - Strive towards supply chain integration of alternative fuels





# Executive Agent

## Program Overview

- Pursues initiatives related to improvement of the Class III Bulk Petroleum supply chain
  - Equipment
  - Training
  - End-to-End Distribution
  - Information Management
  - Quality

## Major Accomplishments

- Revision of the Joint Publication 4-03 – Bulk Petroleum Doctrine – Dec 2010
- Consolidated All On-line Petroleum Supply Chain training to Defense Knowledge On-Line
- Assisted in Refining the Fully Burdened Cost of Energy Concept
- Standardized Specification for Collapsible Fuel Tanks

## Current Initiatives

- Bulk Petroleum-Common Operating Picture (BP-COP) Deployment
- Automatic Identification Technology (AIT) Feasibility Study
- Temperature & API Correcting Meters (TACM) Feasibility Study
- Collapsible Fuel Tank Enhancement Evaluations

## Future Initiatives

- EA2020 Long Range Strategy Implementation
- Class IIIB Energy Logistics Footprint Assessment
- Automotive Information Module 2 (AIM2)
- DFSP Management



# Installation Energy

## Program Overview

- Energy Commodities
  - Managing \$2.1B in natural gas, electricity, coal, renewable energy and ESPC contracts
  - Serving over 200 customers (DoD/Fed Civ)
- Energy Savings Performance Contracts (ESPC)
  - Partnering with DoE...ESPC ID/IQ contracts
  - Assist military Services with using ESPC contracts to reduce energy demand
- Renewable Energy – Serve as DoD contracting agent for purchasing renewable energy to meet mandated energy goals
- Electricity Demand Response Program
  - Assisting customers in enrollment to support grid reliability

## Current Initiatives

- Working multiple ESPC efforts in support of Army, Regional Support Commands and other DoD agencies
- Supporting multiple renewable energy project efforts for Army
- Electricity procurement to support DoD and federal civilian customers in Northeast region
- Natural gas procurement supporting DoD and federal civilian customers in CA

## Major Accomplishments

- Awarded over \$600M in natural gas, coal, electricity, renewable energy and ESPC contracts in FY10
- Achieved a 19% cost avoidance for natural gas customers in FY10 of approximately \$62M
- ESPC efforts are supporting energy reduction goals by saving 868B btu's/year
- Procured over 5.5M megawatt hours of renewable energy
- Issuance of multiple solicitations for large and small scale solar projects
- Participation in electricity demand response programs netted customers over \$4.6M in credits on their utility bill in FY10

## Future Initiatives

- Become center of excellence for renewable energy
- Continued growth of ESPC program
- Expand implementation and execution of electricity demand response at federal facilities
- Support purchase of biomass pellets for customers with on-site biomass generation facilities



# Energy Enterprise

## Program Overview

- Many DoD utility systems are poorly maintained, resultantly, significant system deficiencies exist across DoD utility systems which degrade system reliability, threaten mission readiness, potentially compromise energy security and, in some cases, constitute a serious threat to life, health and safety
- Utilities privatization (UP) is DoD's preferred method for addressing utility infrastructure deficiencies by leveraging private sector financing and efficiencies

## Major Accomplishments

- DLA Energy's UP program supports OSD's UP initiative
- DLA Energy is the UP contracting support provider of support for the Army and Air Force
- Private vs. DoD ownership = service via modern systems
- Awards for 90 systems at 42 installations
- Award value: \$9.56B, \$2.04B less than estimated cost if DoD retained ownership and properly maintained systems
- Administer 34 contracts for 29 installations (Army and Air Force) and 60 systems

## Current Initiatives

- Contract admin function continues to grow – forming partnership with Army for administration of its contracts
- Planned FY11 awards for 21 systems at 10 installations
- MOA with Air Force to administer UP contracts

## Future Initiatives

- Energy Enterprise intends, where practicable, to leverage UP contractors (Utility Energy Services Contracts)
  - Authority exists to contract with utilities for energy services
  - These contracts can be used to help installations meet energy conservation and renewable energy goals



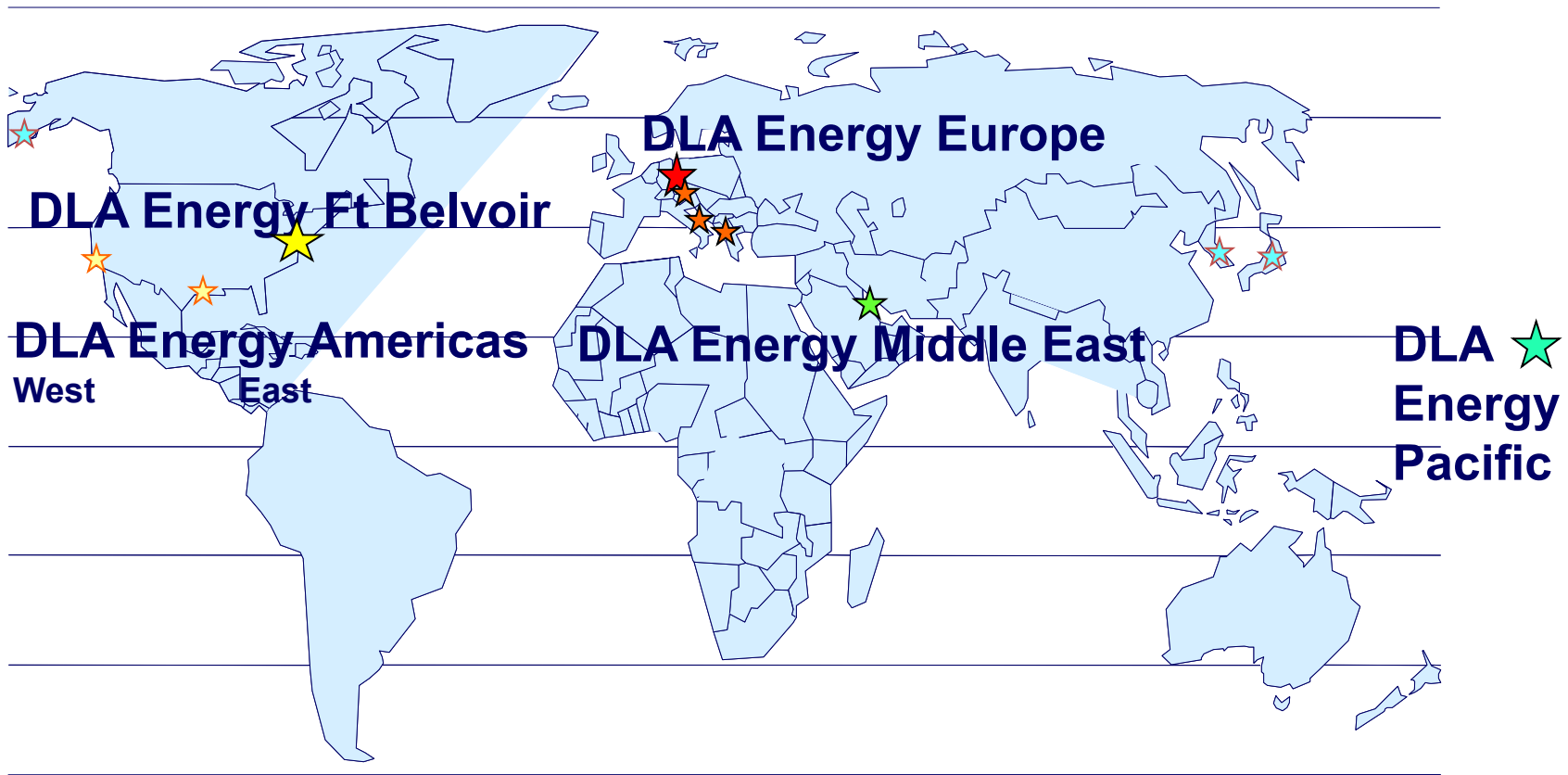
# How We Support the Warfighter

## DLA Energy Regional Offices



# How We Support the Warfighter

## DLA Energy Regions



Approximately 1100 military and civilians worldwide





# How We Support the Warfighter

## DLA Energy Region Functions

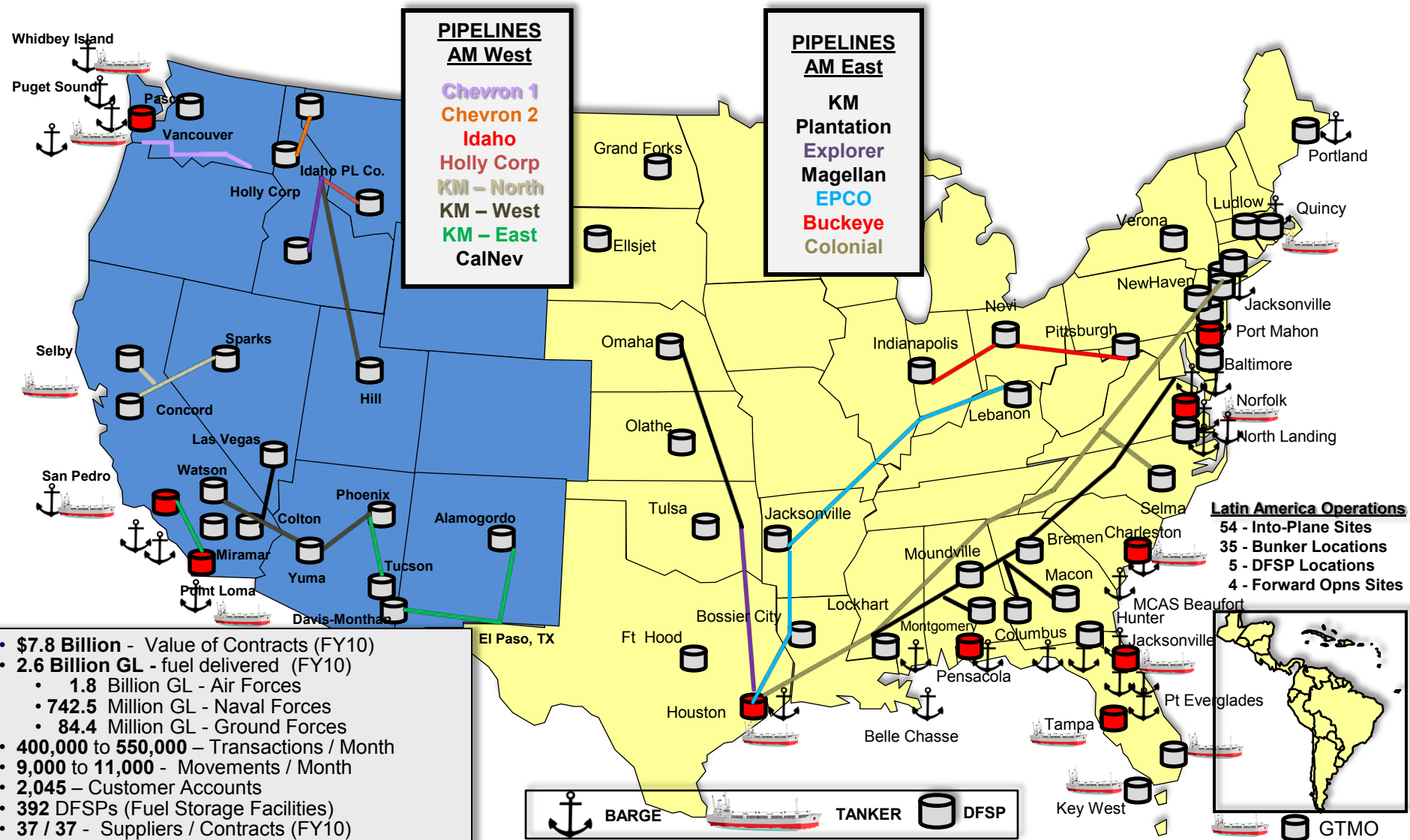


- Forward Customer Support
- Ordering Fuel
- Arranging Transportation
- Quality Surveillance & Assurance
- Contractor Terminal Support
  - Facility
  - Contracting Officers Representative (COR)





# DLA Energy Americas Operations



- \$7.8 Billion - Value of Contracts (FY10)
- 2.6 Billion GL - fuel delivered (FY10)
  - 1.8 Billion GL - Air Forces
  - 742.5 Million GL - Naval Forces
  - 84.4 Million GL - Ground Forces
- 400,000 to 550,000 - Transactions / Month
- 9,000 to 11,000 - Movements / Month
- 2,045 - Customer Accounts
- 392 DFSPs (Fuel Storage Facilities)
- 37 / 37 - Suppliers / Contracts (FY10)
- 14 Major Pipeline Distribution Systems
- 5 Time Zones (West Coast - Lesser Antilles)
- 4 COMBATANT Commands



# DLA Energy – Europe/Africa

## EUCOM Operations

- EUCOM Operations
- EUCOM Exercises and Events
- EUCOM Daily Sustainment and DFSP Management
- EUCOM Into Plane Contracts
- EUCOM MGO Bunker Contracts
- USAF/USAFE Bulk Fuel Optimization
- USAREUR and IMCOM Fuel Facility Optimization







# DLA Energy – Europe/AFRICA

## AFRICOM Operations

- AFRICOM Operations and Exercises
- DFSP Djibouti/Camp Lemonier
- AFRICOM Cooperative Security Locations (CSL)
- African Partnership Stations
- Maritime Interdiction Operations
- African Fuels Initiative
- Africa Into Plane Contracts
- Africa MGO Bunker Contracts





# DLA Energy Middle East Operations

**The CENTCOM AOR is . . .**

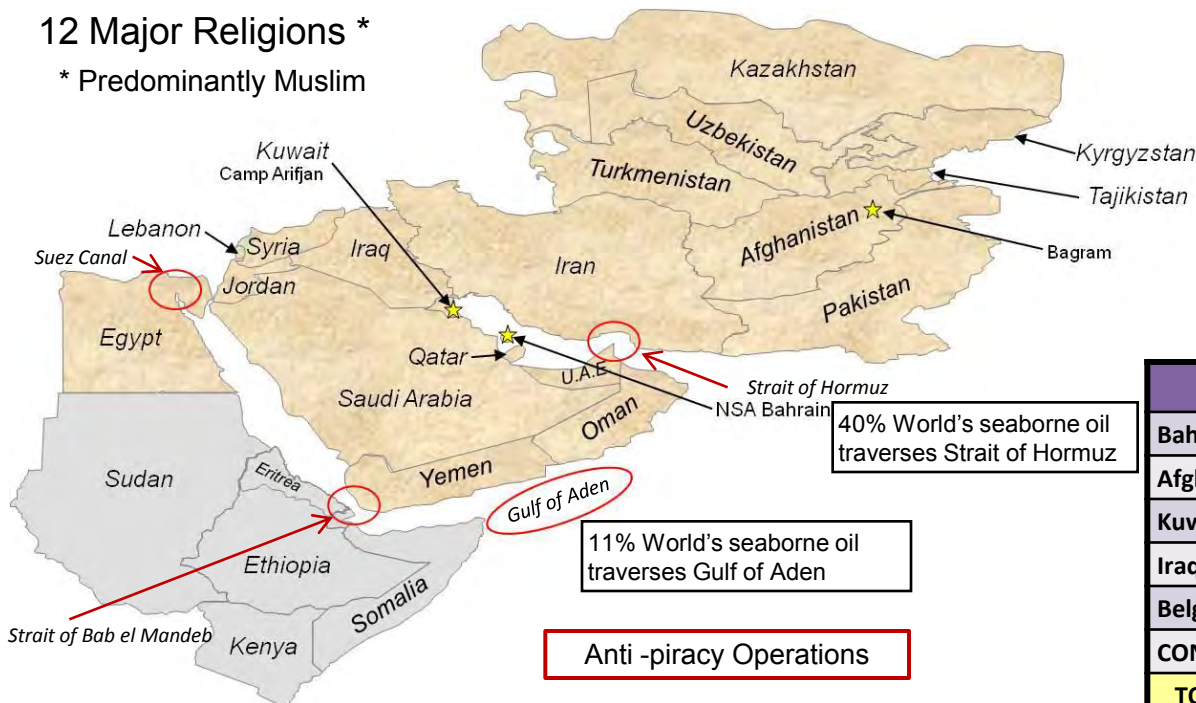
## Complex

683M People  
20 Countries  
32 Major Ethnic Groups  
7 Major Languages  
12 Major Religions \*

\* Predominantly Muslim

## Critical

56.6% of World's Oil Reserve  
47.1% of World's Natural Gas  
4 x Strategic Choke points



**The Middle East office is . . .**

## Supporting the Warfighter:

Two combat theaters (OEF, OND), in addition to CONOPs planning and air and maritime CTFs.

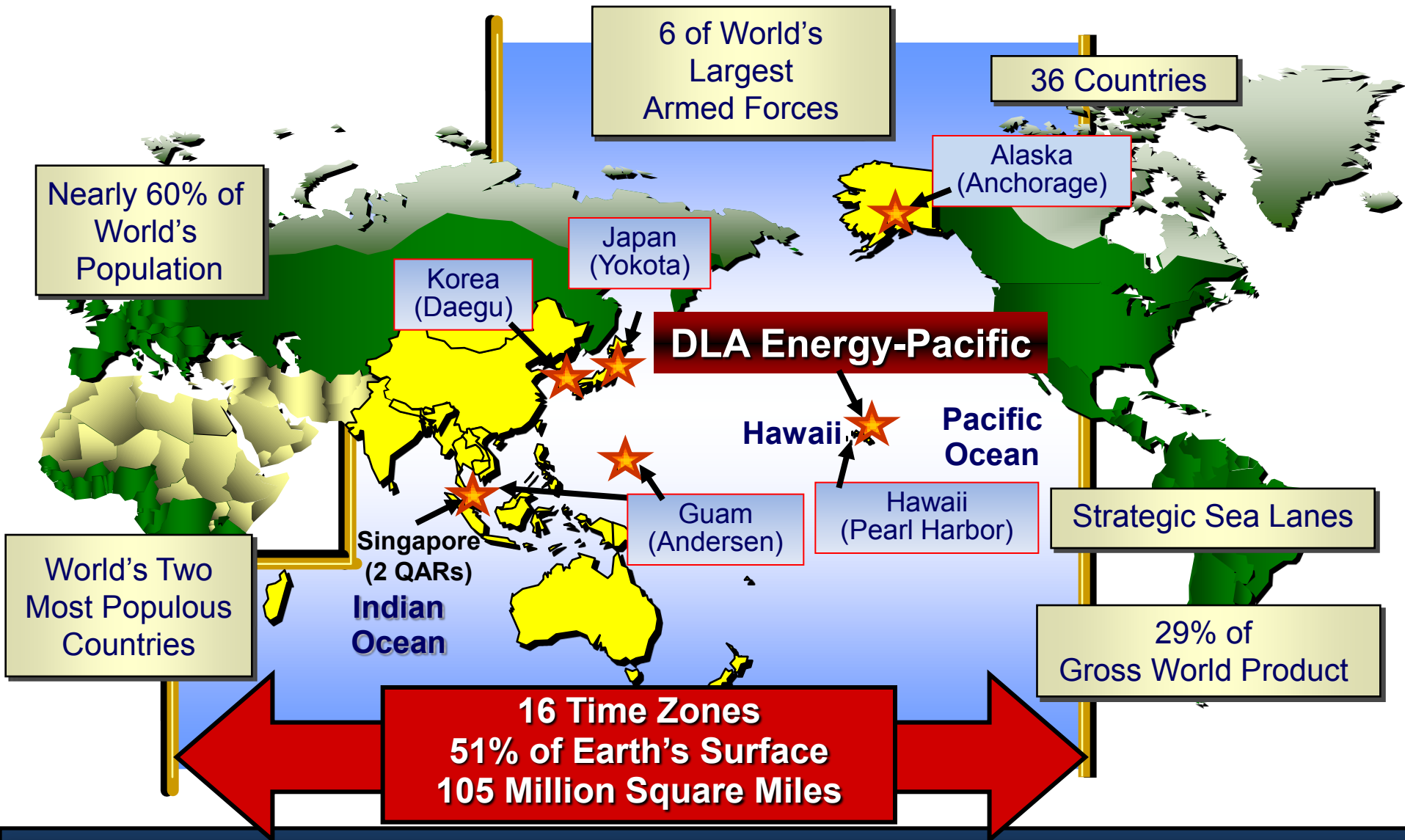
Supported	Fuel	Cost
OND	629.6M gallons	\$2,487.0M
OEF	429.4M gallons	\$1,696.1M
Air Forces	565.2M gallons	\$2,234.6M
Naval Forces	185.8M gallons	\$734.6M
<b>TOTAL</b>	<b>1,810M gallons</b>	<b>\$7,152.3M</b>

## Forward postured in support of:

Country	Supported Effort	Personnel
Bahrain	CENTCOM	42
Afghanistan	Embassy; USFORA (OEF);	3
Kuwait	USF-I (OND)	3
Iraq	USF-I (OND)	1
Belgium	NATO (JFC-Brunsum)	1
CONUS (Tampa)	CENTCOM LNO; Region Office	7
<b>TOTAL</b>		<b>57</b>



# DLA Energy Pacific Operations







# Takeaways

- Global Organization
- Forward Thinking
- Primary Mission = Warfighter Support

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



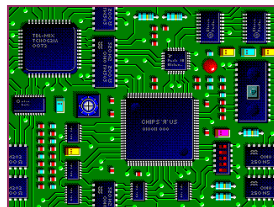
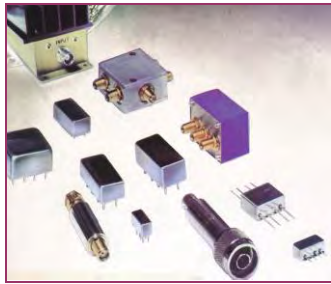
## 2011 DLA Industry Conference and Exhibition Break-Out Session

June 27 – 29 2011





## DLA Land and Maritime





# Agenda

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- Command Overview
- DLA Land and Maritime Overview
- Strategic Acquisition Programs Directorate (SAPD) Overview and Initiatives
- Resolution Specialist Overview, “How Do I Get Paid?”
- Got Quote/Let’s Talk Initiative
- Break-out/Story Boards



# DLA Land and Maritime Leadership Team



## Deputy Commander

Mr. James McClagherty, SES



## Commander

Darrell K. Williams, BG



## Executive Director, Contracting & Acquisition Management

Mr. Milton K Lewis, SES



## Chief of Staff

COL Ryan Kivett, US Army  
Mr. Griff Warren, Deputy





## DLA Maritime Leadership Team



Maritime Customer Ops  
CAPT Kevin Head, USN  
Ms. Deborah Haven, Deputy



Maritime Supplier Ops  
CAPT Roland Wadge, USN  
Ms. Patricia Shields  
CDR Jay Tucker, Deputies



DLA LAND AND MARITIME  
- Philadelphia  
Mr. Roger Dixon  
Mr. Frank Madeja, Deputy



DLA MARITIME  
Mechanicsburg  
Mr. Bob Taylor



# DLA Maritime Supply Chain At a Glance

## Columbus/Philadelphia

**1.8 M Items**

**\$2 B Sales**

- Mechanical  
Pumps, Compressors, Valves,  
Hose & Tube, Fittings, Bearings,  
Packing & Gaskets
- Electrical  
Wire & Cable, Switches,  
Relays, Transformers,  
Antennas, Resistors  
Microcircuits

By

**315K Contract Actions**

**Worth \$ 1.5B**

**836 Employees**

**22 Integrated Supplier Teams**

**3 Sites**

From

**7,709 Suppliers who include  
Dealers and manufacturers**

## Mechanicsburg

Primary Customer

Naval Supply Systems Command and Naval Inventory  
Control, Mechanicsburg PA

Products Supported –Systems

Hull, Mechanical, and Electrical Surveillance

Communications Combat Systems Aviation Ground  
Support Equipment



# DLA Land Leadership Team



## DLA Land Customer Operations

COL Jeffrey Vieira, USA  
Ms. Barbara Robertson, Acting  
Deputy



## DLA Land Supplier Operations

COL Christine Erlewine, USAF  
Mr. Ben Roberts, Deputy



## DLA Land – Warren

Ms. Ellen Davis  
Mr. Victor Vaughn



## DLA LAND AND MARITIME

- Philadelphia  
Mr. Roger Dixon  
Mr. Frank Madeja, Deputy



## DLA Land – Aberdeen

Mr. Doug Nevins  
Mr. Stephen Bianco



# DLA Land Supply Chain At a Glance

## Columbus/Philadelphia

**462K Items**

**\$2.2 B Sales**

**500K Contract Actions**

- Automotive Parts – Tracked and Wheeled Vehicles
- Batteries
- Tires and Tire Products
- Small Arms
- Miscellaneous Hardware

**5000+ Suppliers**

**Key SSA Vendors:**

**AM General**

**BAE**

**Anniston/Fairfield/Sealy**

**GDLS**

**Oshkosh Truck**

## Warren

Primary Customer -U.S. Army Tank-Automotive & Armaments – Life Cycle Management Command (TACOM-LCMC) Integrated Logistics Support Center (ILSC).

### Products Supported:

- Tactical Vehicles
- Petroleum & Water
- Combat Vehicles
- Bridging
- Watercraft

## Aberdeen

Primary Customer

U.S. Army Communications-Electronics Command (CECOM) – CECOM will complete its move from Ft. Monmouth, NJ, to Aberdeen Proving Grounds, MD, Sep 2011.

### Products Supported – C4ISR Systems

- C4 – Command, Control, Communications, and Computers
- I - Intelligence
- S - Surveillance
- R - Reconnaissance



# Strategic Acquisition Programs Directorate (SAPD)



Procurement  
Operations at  
Warren,  
Mechanicsburg, and  
Aberdeen

Strategic Acquisition Programs Directorate  
Mr. Steve Rodocker



Acq Planning &  
Analysis Div  
Ms. Linda Kelly



Procurement  
Operations Div 1  
Ms. Rochelle Anderson



Procurement  
Operations Div II  
Ms. Kelly Vingle

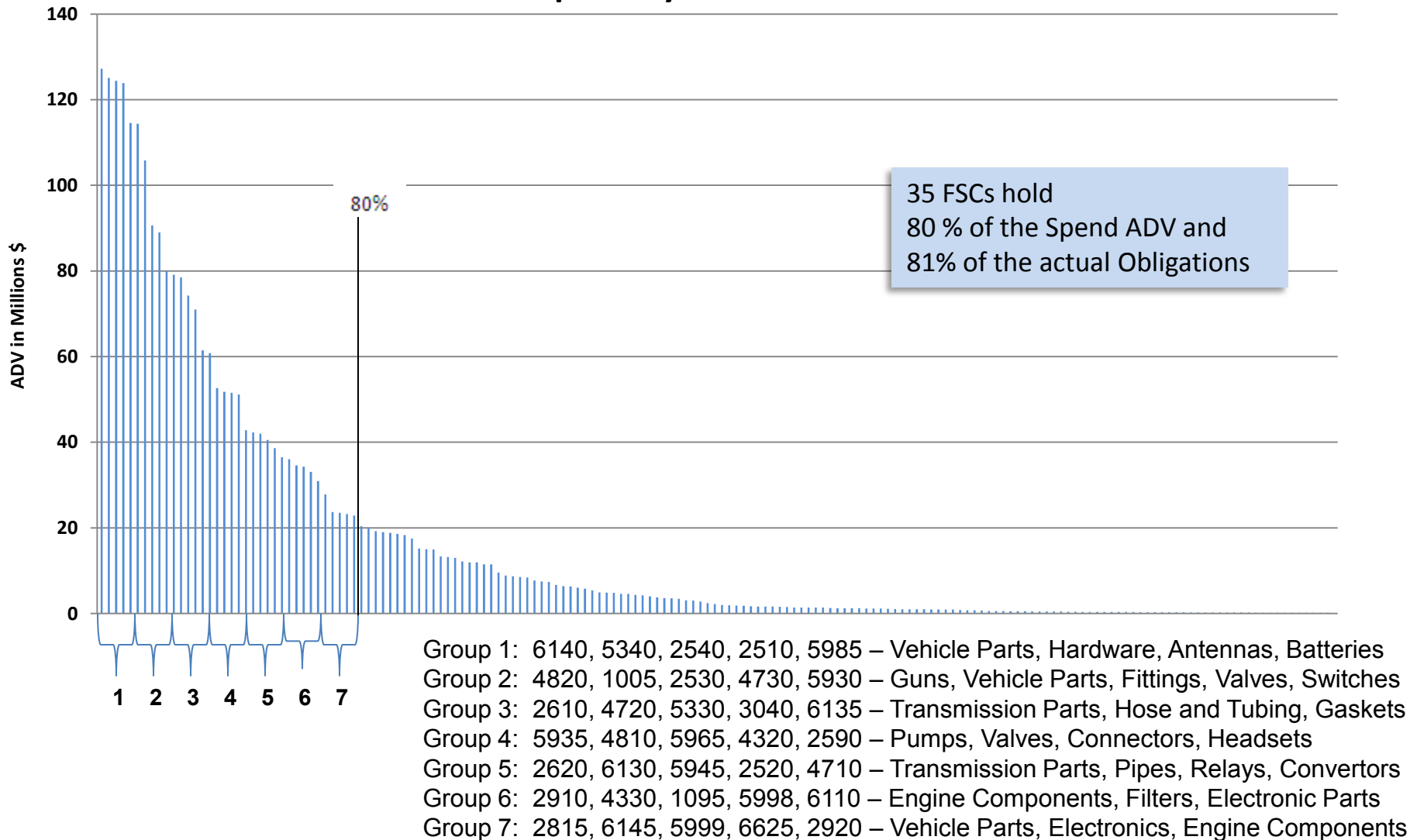


Procurement  
Operations Div III  
Mr. Jeffrey Spratt



# Spend Analysis by Federal Supply Class (FSC)

## FSC Spend by ADV APR 11













































# DLA Land and Maritime

## Strategic Material Sourcing (SMS) Plan FY11-13

Sourcing Approach	FY11				FY12				FY13			
	Quarter				Quarter				Quarter			
	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
Commodity Support Plan (CSP)		 FSCs 5961/2	 FSC 4710	 TSI  FSCs 5961/2		 FSC 4730  FSC 25--Hubzone  FSC 25--SDVOSB	 FSC 5935  FSC 5930	 FSC 2540  FSC 5935  FSC 2590	 FSC 2510  FSC 4720  FSC 5340	 FSC 4720  FSC 4820  FSC 1005	 FSC 4720  FSC 4820  FSC 5340  FSC 1005	 FSC 6135  FSC 6140  FSC 3040
Weapon System		 FASI-G+		 FASI-G+	 MRAP LTC	 FASI-G+	 MRAP LTC	 FASI-G+		 FASI-G+		
Customer		 MRAP LTC		 MRAP LTC	 IPV-TYAD	 MRAP LTC	 MRAP LTC	 MRAP LTC				
LTCs – New Contracts		432				457				436		
LTCs – Renewals		322				360				366		
SMS Growth-New Total ADV (Millions)		\$98.6				\$96.2				\$92.5		

Total Land and Maritime ADV SMS LTC Coverage End of FY11 = \$1.04 B

**LTCs still key to leveraging automation...**  
**Award new LTCs and sustain contract renewals**



# Office of Small Business Programs



Vikki Hawthorne  
Associate Director  
DLA Land and Maritime

Staff of 10:  
Columbus (7)  
Warren (1)  
Mechanicsburg (1)  
Aberdeen (1)

Business Counseling Center  
TKO Seminars  
Manufacturing Capability Briefings  
DIBBS Help Desk

## Focus Areas:

- Provide Enhanced Warfighter Support Through Industrial Base Expansion of Viable Small Business Suppliers
- Ensure Small Business Community has a Fair Opportunity in the Acquisition Process
- Advise Acquisition Personnel on all Socioeconomic Programs
- Educate Small Business on „Doing Business With DLA „

## Key Customers/Suppliers/Stakeholders:


- Military Customers
- Small Business and Socioeconomic Program Community
- Support DLA Land and Maritime Supply Chains, DLR Detachments and Shipyards



# Resolution Specialist /Vendor Education

---

- Payment is made based on the latter date of the receipt of a valid invoice or Government acceptance (unless fast payment procedures are authorized).
- Acceptance is based on:
  - Material
  - Quantity
  - Price
  - Receipt Location
  - Shipping, Packaging, Marking Requirements
  - Receiving Documents



Check out the  
Condition Code  
“L” Breakout  
Session



## Resolution Specialist /Vendor Education (Cont)

---

### Top Ten Reasons Payments are Delayed

#10 – Shipment does not meet packaging requirements.

#9 – Incorrect Item received.

#8 – Non-conformance to heat treatment requirement for wood packing materials (including pallets). Since 2007, all wood packing material requires a stamp certifying Heat treatment (DLAD clause 52.247-9012).



## Resolution Specialist /Vendor Education (Cont)

---

- #7 – Material not received in an acceptable condition – (damaged, non-compliant to shelf-life requirements, other quality issues).
- #6 – Quantities on shipping documents or invoice are more or less than in the shipment.
- #5 – Improper Markings – shipments must be compliant to Mil-Std-129P marking requirements.



## Resolution Specialist /Vendor Education (Cont)

---

- #4 – No documentation received with the shipment  
\*\* MIL-Std-129P requires a copy of the receiving report be sent with the shipment unless otherwise noted in the contract.
- #3 – Wrong CLIN number on shipping documents or invoice.
- #2 – Incorrect data on invoice (Delivery order number omitted or incorrect, unit of issue incorrect, etc) Invoice must match contract data.





## Resolution Specialist /Vendor Education (Cont)

---

And the #1 reason why payments are delayed . . .

Materials shipped to the wrong location (all contract line items shipped to one location).



## Resolution Specialist /Vendor Education (Cont)

---

- Contact your Contract Administrator
- Maintain up-to-date point of contact information in the Central Contractor Registry (CCR)
- Retain and make available Proof of Delivery (Carrier tracking) information
- Recommend placing the shipment commercial tracking numbers in WAWF Receiving Report



## Resolution Specialist /Vendor Education (Cont)

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- <http://assist.daps.dla.mil/> - copies of Military Standards including MIL-STD-129P and MIL-STD-2073-1D
- [www.dodrfid.org](http://www.dodrfid.org) – information on DoD's Radio Frequency Identification marking requirements
- [www.wawftraining.com](http://www.wawftraining.com) – online training for Wide Area Workflow



# Got Quote?



**Ashley  
Thompson**



**Patrick  
Hayden**

- Fill Requirements -Increase Supplier Interaction
- Initiative from 2010 Supplier's Conference
  - Marine Hardware & Powered Valves
  - Small Scope/Big Payoff
- Lessons Learned
  - Unexpected Interaction
  - Information Changes Quickly
  - Refine List of Requirements
  - Push Information Earlier



# Got Quote?

- Expanded Across DLA Land and Maritime
- Actionable List of Requirements
- Established Process for Business Transactions
  - **DLA Land and Maritime Supplier Operations Booth**
  - Submit Quote – Quote Sheets Supplied
  - Award/Status
- Contact –
  - Patrick Hayden – Cell: 614-623-3866
  - Ashley Thompson – Cell: 614-623-3862
- Questions?



# Customers' Views of the Future

## Land

- USMC Industrial funding stable FY08-12 at approx \$400M
  - But redeployment of equipment from OEF to OIF has deferred Reset
  - **\$7B deficit**
- Responsible drawdown of OEF
- Army Tactical Wheeled Vehicle Strategy
  - MRAP and JLTW Program futures uncertain
- **Army Depot programs from \$4.0B in 2010 to \$2.3B in 2012**
- **Army Reset programs from \$8.7B in 2010 to \$4.5B in 2012**
- Bradley, Abrams, Stryker, M777 end production by 2013
- CLS Affordability Concerns
  - Stryker and RCV
- Full spectrum of conflict training
  - Vice COIN focus
  - HBCTs to NTC

## Maritime

- 284 ship fleet vs. 313 goal
  - 75% of goal in fleet today
  - Must maintain Op Readiness
  - Decomms include: LHA, SSN, FFG, LPD, AE
  - Comms include: VA, CVN, DDG, LCS, etc.
- **Littoral Combat Ship (LCS) centerpiece of Fleet Modernization Strategy**
  - 55 Hulls by 2035 (24 funded)
  - Two Hull configurations
  - Organic support via DLA vice CLS
- Navy Shipyard Direct Non Labor Funding from \$673M in FY10 to \$619M in FY13
- **Fleet Operations funding reduced**
  - **Repair parts funded between 33% and 58%**
  - **Steaming Days decrease 19% in FY13**
- Increased reliance on DLA





# Supplier Requirements Visibility Application (SRVA)

- Provides 24 months of Sale Forecasts.
- There are 3 search options: HTML, Spreadsheet, or Delimited.
- Information can be obtained by entering a NIIN or FSC.
- Must be a registered DIBBS user.
- Can be located on the DIBBS website:  
<https://www.dibbs.bsm.dla.mil/>



# Story Board Charts



# DLA Land and Maritime Philadelphia

**Roger Dixon**  
Director



**Frank Madeja**  
Deputy Director



**Michael Tarkett**  
Division Chief



**Rene King**  
Division Chief



**Ruth Herman**  
Division Chief

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
<b>5330 Packing and Gasket Materials</b>	<b>\$ 75,105,312</b>	<b>7,784,170</b>	<b>\$157,164,207</b>
<b>5331 O-Rings</b>	<b>\$ 8,984,530</b>	<b>6,046,092</b>	<b>\$ 7,616,353</b>
<b>5355 Knobs, Dials and Pointers</b>	<b>\$ 3,957,146</b>	<b>178,111</b>	<b>\$ 2,689,128</b>
<b>5340 Miscellaneous Hardware</b>	<b>\$271,510,721</b>	<b>18,629,402</b>	<b>\$ 6,253,568</b>

*\*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

*\*\*Data is from a 12 month period: April 2010 through April 2011*



# Active Devices Division



**David McGraw**  
Division Chief



**Lisa Ohl**  
Electronic  
Assemblies and  
Transformers



**Evan Baisden**  
Micocircuits &  
Semiconductors  
DMS



**Anthony Carrico**  
Non-Powered Valves

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data *</u>	<u>2 Year Value of FSC</u>
<b>4820 Valves, Non-Powered</b>	<b>\$ 132,174,980</b>	<b>2,496,376</b>	<b>\$462,603,645</b>
<b>5998 Electrical and Electronic Assemblies</b>	<b>\$ 34,687,202</b>	<b>38,405</b>	<b>\$ 27,646,107</b>
<b>5960 Electron Tubes and Associated Hardware</b>	<b>\$ 24,031,496</b>	<b>15,348</b>	<b>\$ 16,227,977</b>

*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

**\*\* Data is from a 12 month period: April 2010 through May 2011**



# Electrical Devices Division



**Anita Luich**  
Division Chief



**Rocky Sunday**  
Connectors



**Dave Devine**  
Relays, Wire  
& Cable



**Stephanie McCormick**  
Powered Valves,  
Marine Hardware,  
Nuclear Reactors  
Program



**Regina Westbrook**  
Switches & Raytheon

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data *</u>	<u>2 Year Value of FSC</u>
5930 Switches	\$ 74,491,904	547,036	\$64,071,007
5935 Connectors, Electric	\$ 58,403,934	36,168,175	\$63,133,278
4810 Valves, Powered	\$ 52,867,223	117,414	\$54,677,454
5945 Relays and Solenoids	\$ 43,307,003	297,902	\$32,812,163
2040 Marine Hardware and Hulling	\$ 18,875,829	44,430	\$11,402,589

*\*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years.  
Quantities do not represent the Actual Orders to be created*

*\*\* Data is from a 12 month period: April 2010 through May 2011*



# Electronics, Pumps & Compressors Division



**CDR Jonathan Holsinger**  
Division Chief



**Kathy Brewster**  
Antennas, Fuses &  
Circuit Breakers



**Brian Kennedy**  
Fire Control &  
Fiber Optics



**Latricia Wilson**  
Pumps &  
Compressor

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
5985 Antennas, Waveguides & Related Equip	\$ 105,275,057	459,706	\$121,862,978
4320 Power and Hand Pumps	\$ 56,081,503	129,833	\$ 57,777,627
4330 Centrifugal , Separs, Presure & Vacuum Fils	\$ 38,707,577	1,032,368	\$ 37,496,078

*\*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

*\*\* Data is from a 12 month period: April 2010 through May 2011*





# Fluid Handling Division



**Linda McCarty**  
Division Chief



**Deena Griffith**  
Fittings



**LCDR Alex Wallace**  
Flexible Hoses &  
Tubing



**Debbie Robinson**  
Pipes & Tubing

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
<b>4730 Fitting and Adaptors</b>	<b>\$ 89,276,754</b>	<b>4,467,654</b>	<b>\$83,189,323</b>
<b>4720 Hose and Flexible Tubing</b>	<b>\$ 79,862,658</b>	<b>2,515,879</b>	<b>\$69,775,820</b>
<b>4710 Pipes and Tubing</b>	<b>\$ 40,989,532</b>	<b>1,877,197</b>	<b>\$37,264,518</b>

*\*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

*\*\* Data is from a 12 month period: April 2010 through May 2011*



# Power Transmission & Hardware/Electrical Division



**Diane Circle**  
Division Chief



**Mike Rush**  
Motors & Mechanical Components



**Chrissy Schall**  
Power Transmission Equipment



**Karen Kramer**  
Hardware/  
Electrical

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
6105/3010 Motors & Mechanical Components	\$ 38,416,925	77,608	\$28,947,095
3040 Power Transmission Equipment	\$ 63,040,097	544,020	\$90,900,198
5950 Hardware/Electrical	\$ 23,973,519	65,675	\$18,407,501

*\*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

*\*\* Data is from a 12 month period: April 2010 through May 2011*



# Supplier Support Division

## Division Chief: David Glasscoe

---



**Mission:** Support for Maritime Supplier Operations

**Function:** Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, shipyard support, automated contracting, shared services, quality notification resolution and contract administration

### Branch Chiefs:

AutoIDPOs, Emergency Buy Team (EBT), Procurement Automated Contracting Evaluation (PACE): Kelly Penwell

Contract Administration: Acting Myrtice Gray and Acting Jeff West

Shared Services: David Anders

Contract Quality Management: Rick Lennon



# Supplier Support Division

## Branch Chief: Kelly Penwell

---



Emergency Buy, PACE, & AutoIDPO Branch

Emergency Buy Team Supervisor – Paula Webb

Customer-Direct Buys for our customers' most urgent requirements

PACE & AutoIDPO Team Supervisor – Susan Knisley

Procurement Automated Contracting Evaluation (PACE):

Manage PACE automated solicitations and awards up to \$100,000

Automated Indefinite Delivery Purchase Orders (AutoIDPOs):

- AutoIDPOs are valid for up to two years or \$100,000.
- Manage solicitation and award of all AutoIDPO instruments



# Supplier Support Division

---



Myrtice Gray  
Branch Chief  
(Acting)



Jeff West  
Branch Chief  
(Acting)

## Contract Administration Branch

Post Award Supervisors - Sue Coyer, Myrtice Gray, Gary Meyer, Jeff West, Temika Morris and Hiram Maisonave

- Responsible for all post award issues related to existing contracts assigned to Maritime Supplier Operations. Proactively work delinquency, backorder and special project reports.
- The workload is assigned by state or cage code. SSA/SCA suppliers are assigned to specific administrators.
- Coordinate with supply planners, product specialists, resolution specialists, legal, DFAS, and DCMA to resolve issues.



# Tactical Vehicle Support Division



**Denise Pennington**  
Division Chief



**Ken Abrams**  
Vehicle Support  
Team I



**Janice Harrell**  
Vehicle Support  
Team II



**Sherry Wellmer**  
MRAP

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
<b>2510 Vehicle Cab, Body &amp; Frame Structural Comp</b>	<b>\$96,532,776</b>	<b>361,522</b>	<b>\$121,152,592</b>
<b>2540 Vehicle Furniture &amp; Accessories</b>	<b>\$65,392,054</b>	<b>1,257,017</b>	<b>\$131,669,526</b>
<b>2530 Vehicle Brake, Steer Axle, Wheel &amp; Track Comp</b>	<b>\$63,868,863</b>	<b>919,718</b>	<b>\$ 84,209,377</b>
<b>2520 Vehicle Power Transmission Components</b>	<b>\$25,539,463</b>	<b>276,211</b>	<b>\$ 29,484,247</b>

*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

*\*\*Data is from a 12 month period: April 2010 through May 2011*





# Batteries/Tires Division



**Dan McGrath**  
Division Chief



**John Lidonnice**  
Batteries Team



**Phil Ludwig**  
Tires Team

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
<b>6140 Batteries, Rechargeable</b>	<b>\$151,689,871</b>	<b>1,046,595</b>	<b>\$159,782,419</b>
<b>2610 Tires &amp; Tubes, Pneumatic, Except Aircraft</b>	<b>\$111,210,773</b>	<b>427,713</b>	<b>\$168,322,221</b>
<b>2620 Tires and Tubes, Pneumatic, Aircraft</b>	<b>\$ 65,184,836</b>	<b>132,215</b>	<b>\$ 77,890,633</b>
<b>6135 Batteries, Nonrechargeable</b>	<b>\$ 36,234,194</b>	<b>49,020,404</b>	<b>\$311,747,241</b>

*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

**\*\* Data is from a 12 month period: April 2010 through May 2011**



# Combat Vehicle Support Division



**Linda K. Johnson**  
Division Chief



**Renee Magill**  
Armament Team



**Kristin Stober**  
Engines Team



**Bob Heine**  
Combat Tracked  
and Wheeled  
Vehicles Team

## Top Federal Supply Classes

<u>FSC Nomenclature</u> <u>FSC</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of</u>
1005 Guns, thru 30 mm	\$85,994,029	37,067,519	\$351,334,380
2540 Vehicle Furniture & Accessories	\$56,024,371	1,257,017	\$131,669,526
2910 Engine Fuel Sys Comp, Except Aircraft	\$33,235,823	919,503	\$ 42,008,282
1095 Miscellaneous Weapons	\$26,378,289	357,937	\$ 24,244,642

*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

**\*\* Data is from a 12 month period: April 2010 through May 2011**



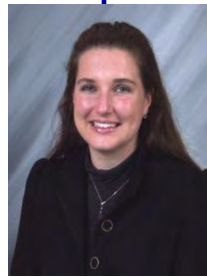
# Supplier Support Division



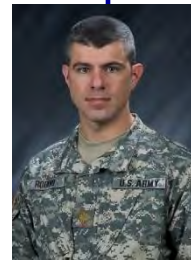
**Kendall Cottongim**  
Division Chief



**Tanya Merritt**  
Shared Services



**Emily Ferrante**  
Post Award



**MAJ Eric Rodino**  
Program Management



**T. J. Maul**  
Contracting

- Workforce: 80 professionals
- NSN's Managed: 200,000
- Purchase Requests: 11,000
- Customer Sales Orders: 61K / month
- Annual Sales: \$150M

## Focus Areas:

- Industrial Product-Support Vendor (IPV)
- Integrated Logistics Partnership (Customer Pay)
- MRAP common items
- Shared Services & Contract Admin Support
- Long-term contract support for strategic items
- Forward Presence logistics services



# Shared Services



**Tanya Merritt**  
Shared Services IST



**Mechelle Vandermolen**  
Supervisory Contract  
Specialist (Pre-Award)



**Linda Allensworth**  
Supervisory Contract  
Specialist (Pre-Award)



**Don Robinette**  
Product Specialist  
Supervisor

- Emergency Buy, Non-NSN, and Forward Execution
  - Supporting customers in theater and stateside with procurements of Non-NSN and NSN items
  - Forward Execution Team is integrated with customers located at RRAD, TYAD, LEAD, MCLB, MCLA, ANAD
  - Forward Execution Team has captured \$16.4M in sales since inception in July 2008
  - Non-NSN Team
    - Purchase Requests: 1319
    - Annual Sales: \$69.7M
    - Orders received: 82K+ per year
    - Suppliers: 250
- Engineering Support
  - Liaison between DSCC product specialists and ESA including technical reviews, development of new sources
- Forward Presence Product Specialists
  - Assist with technical reviews at forward locations, clear PQDRs, liaison with product specialists of record



# Post Award Contract Administration



**Emily Ferrante**  
Post Award Chief



**Julie Searcy**  
Post Award Team I



**Jackie Maurer**  
Post Award Team II



**Penny Morgan Loper**  
SRM (Post-Award)

- Open Orders: 35,000
- Suppliers: 1800+

## Mission:

- Performs contract administration for the Land Directorate of Supplier Operations

## Objectives:

- Prioritize Open Orders for contractors (i.e. any order not fully received)
  - Reduce and prevent backorders
  - Assure contractor focus is aligned with customer needs
  - Streamline contractor and government communication
  - Reduce delinquencies



# Industrial Programs – IPV & ILP



**MAJ Rodino**  
Industrial Program  
Branch



**TJ Maul**  
Contract Support Branch

## Mission:

- Provide innovative supply chain solutions in support of Army industrial production sites

## Focus Areas:

- Industrial Product-Support Vendor (IPV) & Integrated Logistics Partnership (ILP)
- IPV support to Army facilities at Letterkenny and Tobyhanna Army Depots in Pennsylvania, plus at Anniston Army Depot, Alabama and Red River Army Depot, Texas
- ILP support to Letterkenny and Red River Army Depots
- Oversee Contractors that provide full supply chain management support to industrial production lines
- Provide full range of property management and contract administration services
- Support kitting initiatives as required





# DLA Land - Warren



**Mrs. Ellen Dennis**  
Director



**Mr. Victor Vaughn**  
Deputy Director

## Mission

Provide our customers with exceptional contracting services.

## Primary Customer

U.S. Army Tank-automotive & Armaments – Life Cycle Management Command (TACOM-LCMC) Integrated Logistics Support Center (ILSC).

## Products Supported

### Army Systems:

- Tactical Vehicles
- Combat Vehicles
- Petroleum & Water
- Bridging
- Watercraft

*We were established in 2009 as a result of the BRAC 2005 Decision to consolidate DoD **Depot Level Repairable Procurement** within a single agency (DLA)*



# DLA Land - Aberdeen



Mr. Doug Nevins  
Director



Mr. Stephen Bianco  
Deputy Director

## Mission

To provide comprehensive acquisition business solutions that support America's Warfighters.

## Primary Customer

U.S. Army Communications-Electronics Command (CECOM) – CECOM will complete its move from Ft. Monmouth, NJ, to Aberdeen Proving Grounds, MD, Sep 2011.

## Products Supported – C4ISR Systems

C4 – Command, Control, Communications, and Computers

I - Intelligence

S - Surveillance

R - Reconnaissance

*We were established in 2010 as a result of the BRAC 2005 Decision to consolidate DoD **Depot Level Reparable Procurement** within a single agency (DLA)*



# DLA Maritime - Mechanicsburg



Mr. Robert Taylor  
Director

## Mission

Provide full life-cycle contracting expertise and execution for the acquisition of any depot level reparable items assigned for procurement action to DLA Maritime at Mechanicsburg

## Primary Customer

Naval Supply Systems Command and Naval Inventory Control, Mechanicsburg PA

## Products Supported –Systems

Hull, Mechanical, and Electrical  
Surveillance

Communications

Combat Systems

Aviation Ground Support Equipment

*We were established in 2008 as a result of the BRAC 2005 Decision to consolidate DoD **Depot Level Reparable Procurement** within a single agency (DLA)*



# Strategic Material Sourcing Group (SMSG)



Kelly Vingle  
Division Chief



Jeff Dixius



Kreston Harris



Nicole  
Hammond-Mann



Mark  
Stanley

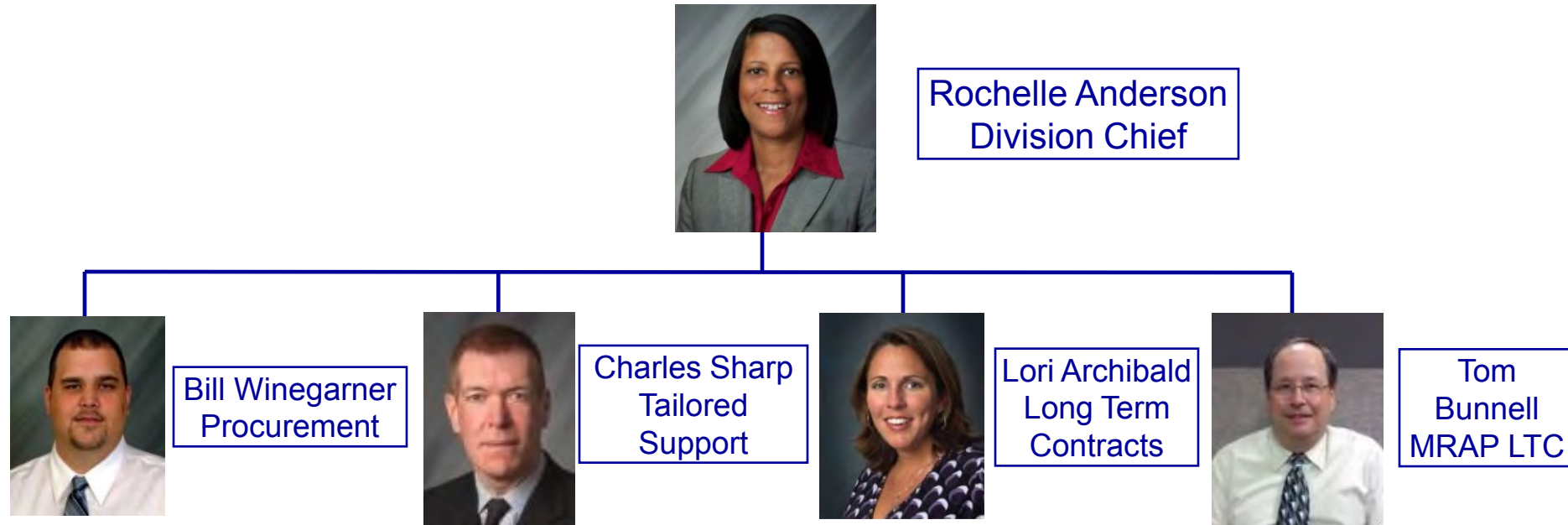
**Mission:** Strategic Material Sourcing Branches

**Function:**

- Determine optimal contracting strategy for Maritime Supply Chain NSNs
- Award long-term contracts including corporate and prime vendor contracts
- Maximize long-term coverage of strategic material sourcing (SMS) NSNs
- Execute contracting actions in support of SSAs and SCAs
- Determine groupings of NSNs for long-term contracts; review technical and quality data; perform contract administration on multi-NSN long-term contracts
- Optimize relationships with key suppliers through SRM



# Acquisition Execution



- Execute all Tailored Support Initiatives (FASI, Tires Successor, IPV, etc.)
- Formulate multiple NSNs into Family Groupings to award on Long Term Contract (SMS, MRAP, etc.)
- Coordinate and award Supply Chain corporate contracts
- Perform all Basic Contract Administration for the Land Directorate LTCs



# Supplier Relationship Management



Linda Kelly  
Division Chief



Julie Miller



Maggie Mickey



Pauline Buck



Donna Ramsey

## Mission:

- Building two-way relationships with key suppliers across the DLA Enterprise in order to evaluate and manage supplier capability and jointly solve problems.

## Strategic Supplier Alliances:

- AM General
- BAE Systems Land & Armament
- Colfax
- Dresser-Rand
- GDLS
- GDLS – Canada (through CCC)
- Oshkosh Truck
- Raytheon
- York

## Supply Chain Alliances:

- BAE-Fairfield
- BAE-Sealy
- Badger Truck

## Supply Chain Alliances:

- BTMC
- Caterpillar
- Crane
- Cummins Engine
- Facet / CLARCOR
- FN Manufacturing
- JGB Enterprises
- Kampi Components
- Penn Detroit Diesel
- Rockwell Collins
- SAIC
- Textron Marine & Land Systems
- Wheeler Brothers





# DLA Land & Maritime FSC Projects

## Target Dates and Values

FSC	Quarter	FY	Grouping Name	NSN Count	Annual Demand Value
4710	3rd	2011	Pipe and Tube	1079	\$13.4M
5961/2	4th	2011	Unrestricted	1000	\$8.0M
4730	2nd	2012	Fittings B-E Set-Aside and Unrestricted	605	\$1.9M
25--	2nd	2012	Vehicular Components- Hubzone	48	\$1.3M
25--	2nd	2012	Vehicular Components- SDVOSB	40	\$700K
5930	3rd	2012	Switches QPL 1	189	\$1.5M
5935	3rd	2012	Connectors - QPL 1	1208	\$1.1M
2590	3rd	2012	Vehicular Components-belts, covers & cushions	107	\$1.0M
2540	4th	2012	Misc Vehicular Hardware	207	\$5.7M
5935	4th	2012	Connectors - QPL 2	160	\$1.7M
2590	4th	2012	Vehicular brackets, plates, supports, etc	175	\$1.7M
4720	1st	2013	Hoses 1	488	\$7.7M
5340	1st	2013	Hardware 1	909	\$4.6M
2510	1st	2013	Vehicular body parts	160	\$3.0M
4720	2nd	2013	Hoses 2	400	\$6.1M
1005	2nd	2013	Gun parts 1	123	\$5.2M
4820	2nd	2013	Valves 1	189	\$4.3M
1005	3rd	2013	Gun Parts 2	89	\$3.9M
4820	3rd	2013	Valves 2	135	\$3.2M
4720	3rd	2013	Hoses 3	356	\$2.9M
5340	3rd	2013	Hardware 2	595	\$2.9M
6135	4th	2013	Nonrechargeable Batteries	25	\$5.1M
3040	4th	2013	Power Transmission Equipment	407	\$4.1M
6140	4th	2013	Rechargeable Batteries	29	\$3.5M

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

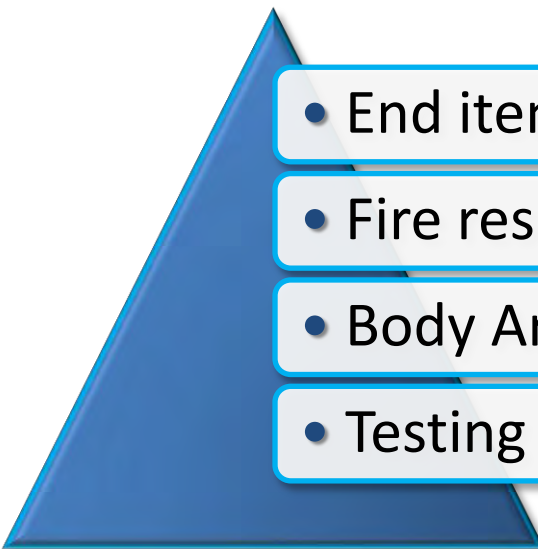


## DLA Troop Support Clothing & Textiles Supply Chain



# Clothing & Textiles Mission

Provide dress and field uniforms, field gear, tentage, and personal chemical protective items to the Armed Forces in peace and in war

- 
- A large blue triangle graphic pointing upwards, positioned to the left of the list items.
- End items and components
  - Fire resistant items
  - Body Armor
  - Testing and evaluation...





# Class II Products & Services



Ecclesiastical Items



Flight Suits



Class A Uniforms



Go-to-War Camouflage



Body Armor



Chem Suits



Tents



# Clothing & Textiles

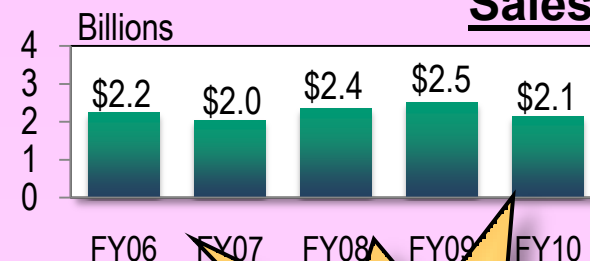
## Customers / Items

Customers: 20,000

Orders: 7.3M annually  
average 600k monthly

Items: 48,000

## Sales

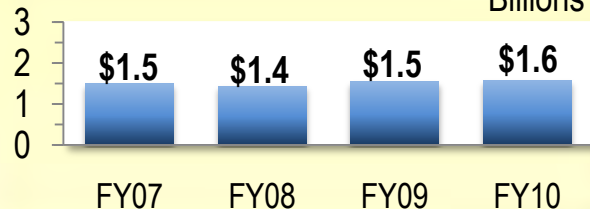


**FY11 Forecast  
\$2.479B**

## The Big Picture

## Inventory

Billions



## Personnel / Vendors

Employees (auth): \*333 civilian  
+ 10 military

Suppliers: 604

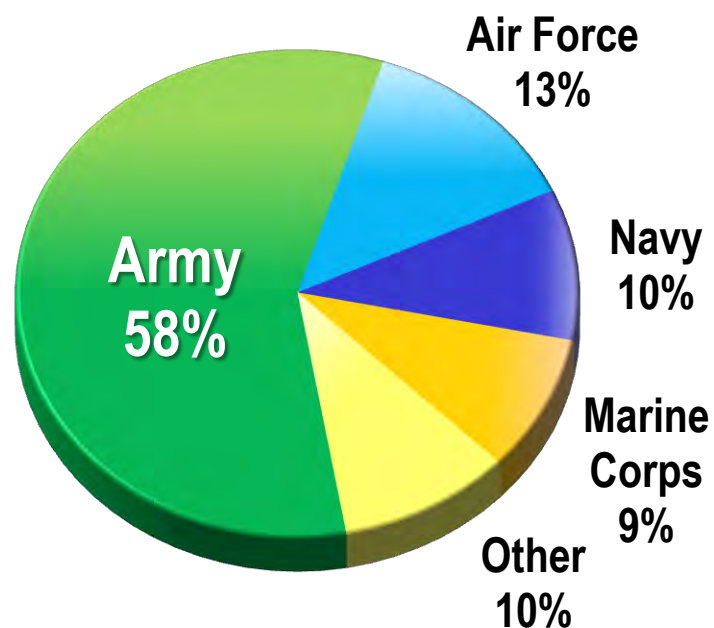
\*includes 2 DLA Troop Support Europe & Africa positions



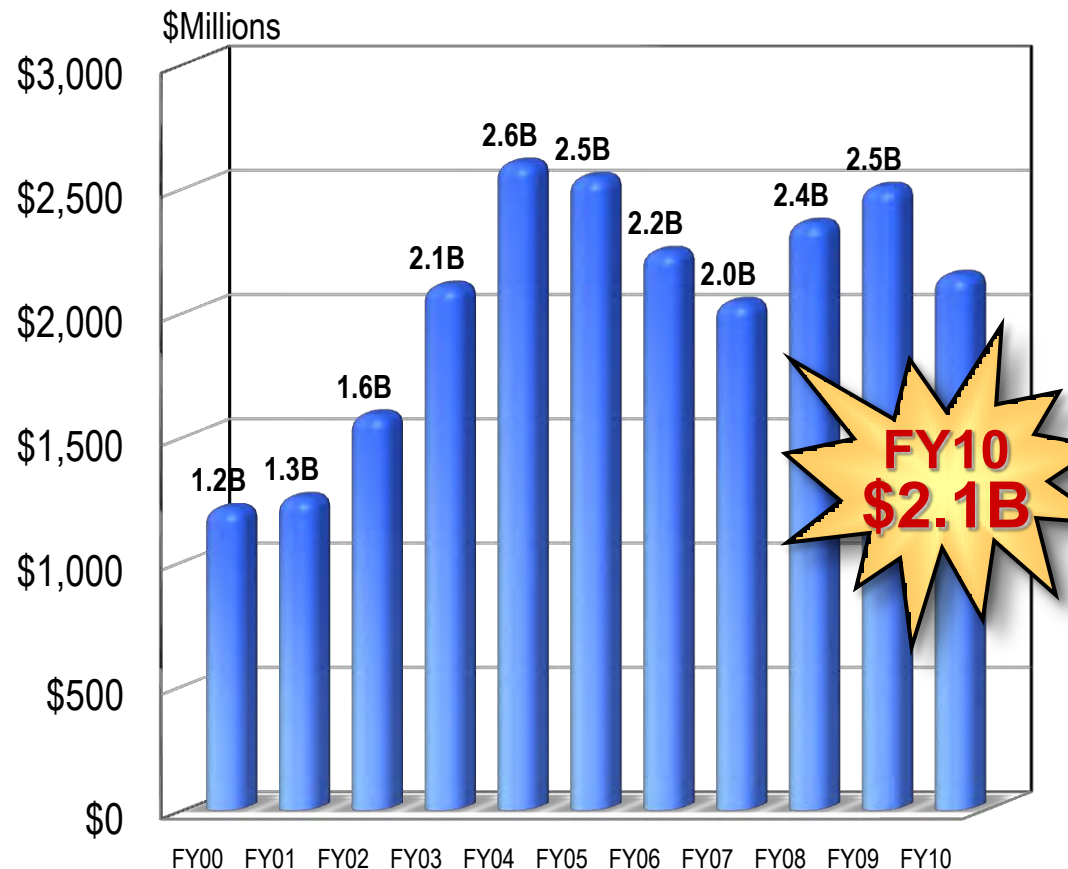


# Clothing & Textiles Sales

## FY10 Service Breakout



## Historical Trend





# Clothing & Textiles Strategic Conditions

## Current State

Service spiral development strategies supporting Service-specific requirements



## Mitigation Actions

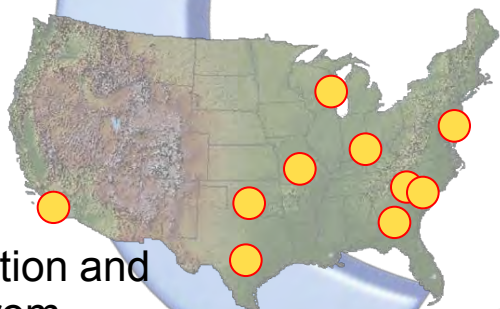
Early involvement in product life cycle to enhance a ***balanced program mgmt focus***



*challenging industry*

## Strategic presence

Ensures communication and execution from Service concepts thru warehousing and distribution



## Way Ahead

Timely funding process that minimizes impacts on Services, DLA and our industry partners





# Clothing & Textiles... A Unique Commodity

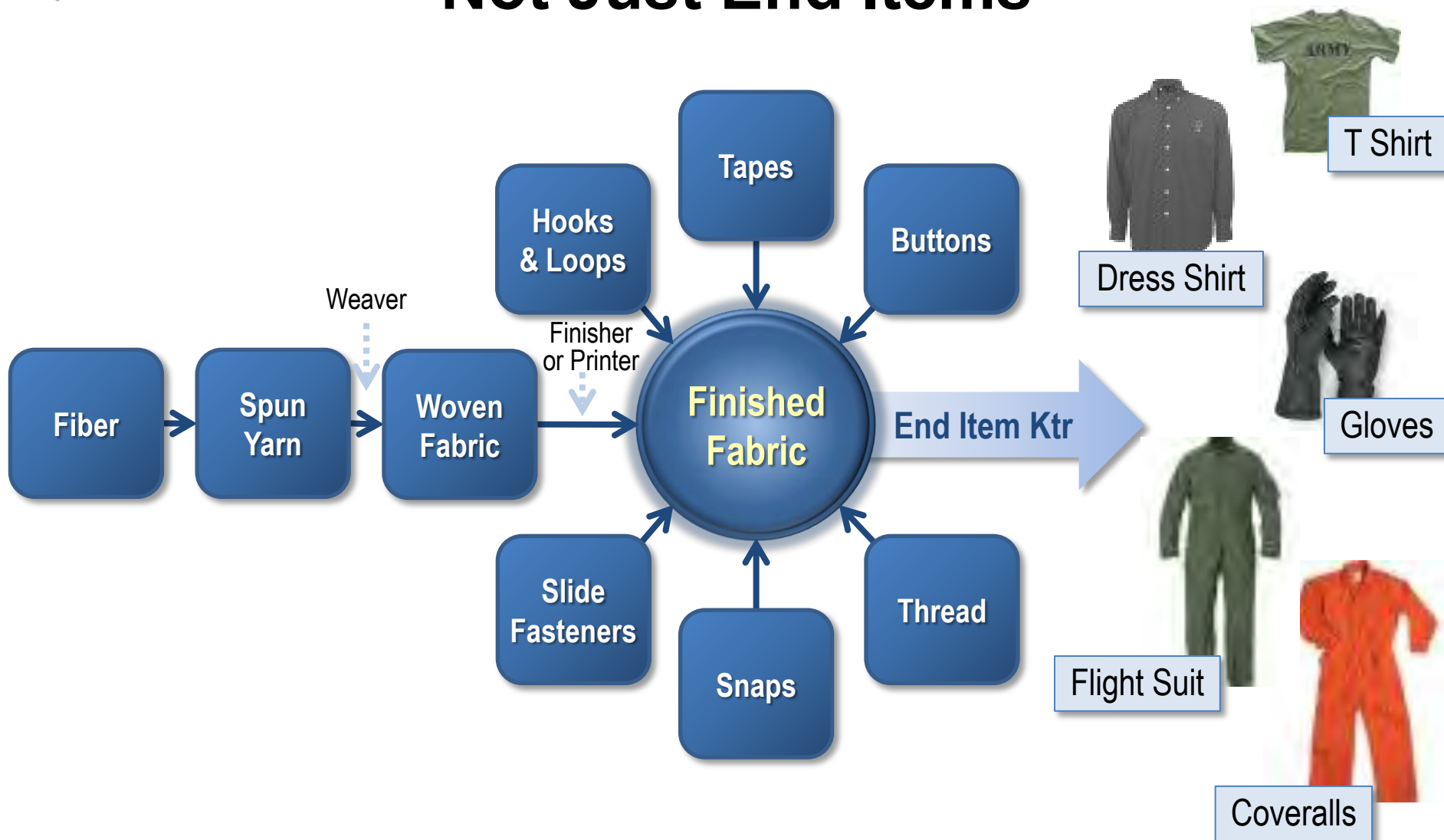
- Sized items
  - Combat boot... 140 sizes
  - Men's Army dress coat... 65 sizes
  - Airman battle uniform... 155 sizes
- Military unique
  - Most clothing on a specification
  - Service driven requirements
  - Simple garments to complex protective clothing (e.g., chem suits)
- Industrial base... strategic supplier issues
  - Small Business driven
  - Socioeconomic obligations
  - Mandatory sources... National Industry for the Blind (NIB),  
National Industry for the Severely Handicapped (NISH),  
Federal Prisons (UNICOR)
- Best value long term contracts
  - Over 95% of our contracts during peacetime



**Demand Planning  
critical due to leadtime  
and sizing issues**



# Not Just End Items





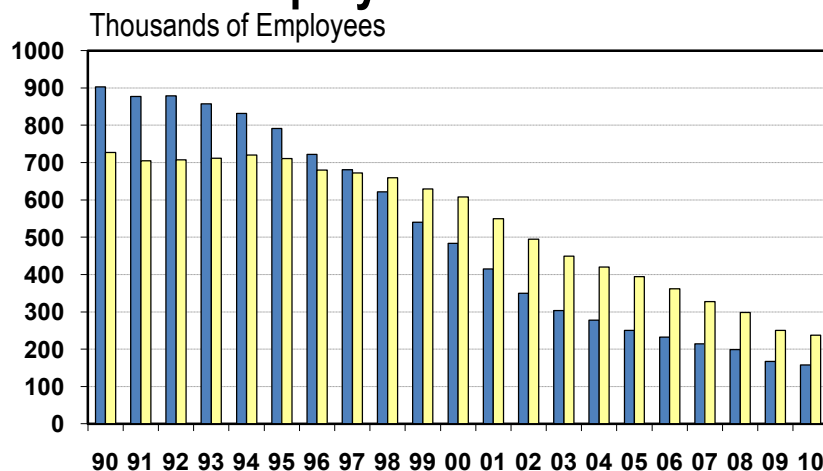
# C&T Industrial Base Capacity

## Berry Amendment and the Domestic Industry

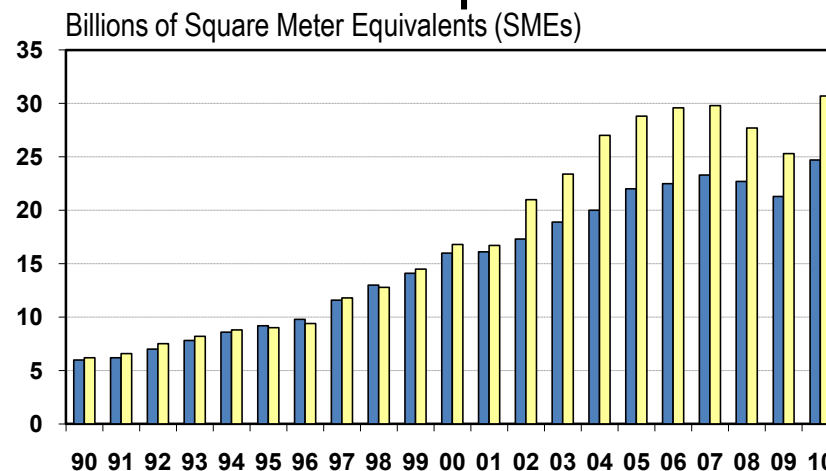
### Berry Amendment...

- Restricts US DoD to domestic sources for C&T items
- In existence in some form since 1941
- 1994 permanent by Public Law 103-139
- Readiness concerns
  - Goes down to low level components and processes
  - Waiver requires Domestic Non-Availability Determination

### Employment Levels



### Imports



■ Apparel ■ Textiles

\* Data source: American Apparel & Footwear Association (AAFA), May 2011





# Organizational Clothing & Individual Equipment Management Challenge



## Examples

2001

2011

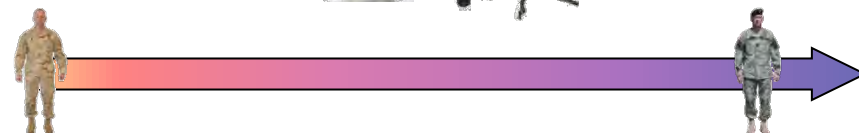
### • Body Armor



### • Helmets



### • Uniforms



### • Boots



### • Fire Resistant Clothing



### • Eye Wear



~\$4,000 OCIE  
per Soldier


Trend is toward a more complicated and expensive Kit with a rapid improvement cycle





# Supply Chain Management

## Virtual Prime Vendor - KYLOC



Unit	# of Svc Members
Army National Guard	360,000
Air National Guard	107,000
Navy Reserve	67,000
Marine Reserves	40,000
Navy Seabees	24,000
Navy Coastal Warfare	4,000
Navy Amphibs	3,000
Naval Special Warfare Command (SEALs)	4,000
Naval ELSF	10,000
Naval Installation Command	10,000
Army Direct Ordering	Over 130,000
Army Reserve	207,000



**KYLOC**

**Customers  
don't have to carry  
inventory!**

### Kentucky Logistics Operation Center (KYLOC)

- Acts as DLA Troop Support's subcontractor
- DLA Troop Support pushes stock to KYLOC warehouse
- Customers order via web, email, phone, fax
- Patches and name tags are sewn on
- Orders are kitted & shipped direct to customer
- KYLOC electronically tied to DLA Troop Support

**FY10 sales exceeded \$182M**



# How to do Business with Us

- DLA Troop Support Web site
  - <http://www.dscp.dla.mil>
  - Points of contact
  - Product lines
- Small Business Office Web site
  - <http://www.dscp.dla.mil/sbo/socio.asp>
  - General guidance concerning how to do business with DSCP
- Central Contract Registration (CCR)
  - <http://www.ccr.gov>
  - Required validation contractors working with Government
- Federal Business Opportunities (FEDBIZOPPS)
  - <https://www.fbo.gov>
- DLA Internet Bid Board System (DIBBS)
  - <https://www.dibbs.bsm.dla.mil>
  - Solicitations, drawings, specifications and standards listed... can be downloaded



## DLA Troop Support Small Business Office

- FY10... \$900M total small business contract dollars
  - HUBZone small business... \$260M
  - Women-owned small business... \$112M
  - Small Disadvantaged business... \$240M
  - Veteran-owned small business... \$103M
- Small businesses are vital components of the domestic industrial base
  - In 2010 over 49% of C&T items were from domestic small businesses (30% DLA Troop Support)
  - Many small businesses met the rapidly escalating demand for OIF/OEF

**Michael McCall**

Director, Small Business

(215) 737-2321 (800) 831-1110

[Michael.McCall@dla.mil](mailto:Michael.McCall@dla.mil)**Joann Gatica**

C&amp;T Small Business Rep

(215) 737-5910

[Joann.Gatica@dla.mil](mailto:Joann.Gatica@dla.mil)



# Best Value Strategy

Evaluation of source(s) whose proposal offers the greatest (best) value to the Government in terms of quality, performance, risk management, cost or price and other factors

- Delinquencies reduced
- Long term relationships built
- Defaults virtually eliminated



95% of C&T contracts are awarded via Best Value



# Succeeding at Best Value

- Check your PDM against the patterns and specifications to ensure accuracy
- Your Past Performance rating is critical
- If issues arise, **seek** to mitigate quickly... you **can** recover
- Explain any problems in your proposal... including how you recovered
- Offer competitive pricing... we may award on initial offers



# The Elements of Best Value

(in relative order of importance)

- Product Demonstration Model
- Past Performance
- Technical Proposal
- Socio-economic Factor (>\$500k)
- Price Proposal



Contracts normally consist of a base year with options for 1 to 4 additional years





# Stages in a Best Value Buy

- Synopsis in FEDBIZOPs
- Solicitation opening to closing
- Evaluation of initial offers
- Competitive range determination\*
- Discussions\*
- Final Proposal revisions\*
- Award

\* Does not apply if we award on initial offers



# Succeeding at Best Value

- Check your PDM against the patterns and specifications to ensure accuracy
- Your Past Performance rating is critical
- If issues arise, **seek** to mitigate quickly... you **can** recover
- Explain any problems in your proposal... including how you recovered
- Offer competitive pricing... we may award on initial offers



# What's Coming Next?

Navy Working Uniform  
Type II



USMC Running Suit



Army Service Uniform



Army OCP  
ECWCS Parka



Army OEF  
Camouflage Pattern (OCP)



USMC Rugged All  
Terrain (RAT) Boot



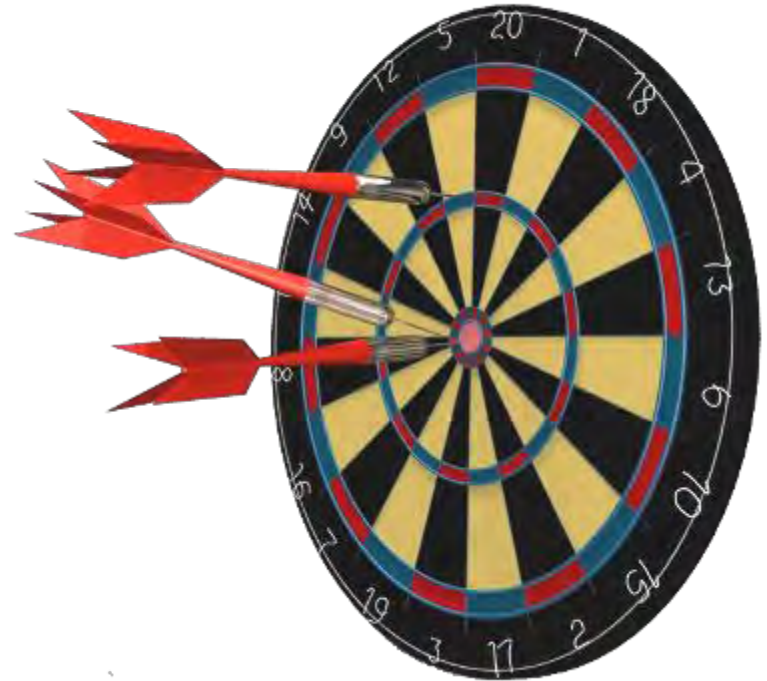
# Who to Contact?

		POC	Phone No.
Dress Clothing	<ul style="list-style-type: none"><li>• Dress Uniforms</li><li>• Heraldics</li><li>• Shirts</li><li>• Headwear</li><li>• Outerwear</li></ul>	Sharon Piecyk	(215) 737-3257
Field Clothing	<ul style="list-style-type: none"><li>• Footwear</li><li>• Accessories (T-Shirts, Fitness Uniforms, Utility Clothing)</li></ul>	Steve Merch	(215) 737-2401
Organizational Clothing	<ul style="list-style-type: none"><li>• Cold Weather &amp; Flight Clothing</li><li>• Gloves</li><li>• Chemical Protective Items</li></ul>	Kevin Peoples	(215) 737-5657
Equipment & Tentage	<ul style="list-style-type: none"><li>• Body Armor</li><li>• Equipment</li><li>• Tents</li><li>• Helmets</li><li>• Safety Items</li></ul>	Terri Scheetz	(215) 737-3274
Strategic Material Sourcing Group	<ul style="list-style-type: none"><li>• 3PLs</li><li>• Industrial Base Planning</li></ul>	Donna Pointkouski	(215) 737-4290



# What We Want to Leave You With

- Collaboration with Services and industrial base
- Professional, dedicated workforce
- Aggressive supply chain execution



**Focused on providing the war fighters what they need, when they need it, wherever they need it**



## CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



## MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



## CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



## SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Troop Support Construction & Equipment Supply Chain



# Construction & Equipment Supply Chain



<http://www.dscp.dla.mil/gi/>





# Construction & Equipment

## A Unique DLA Supply Chain

*...effective and efficient logistical support*

### Three Types of Tailored Programs

#### *Prime Vendor / Tailored Logistics Support*

- ✓ Maintenance, Repairs and Operations Supplies
- ✓ Special Operations
- ✓ Metals
- ✓ Lumber
- ✓ Fire Fighting & Emergency Services
- ✓ Tentage

#### *Long Term Contracts*

- ✓ Heavy Equipment Procurement Program

#### *Traditional*

- ✓ Safety & Rescue Equipment
- ✓ Containers & RFID Tags
- ✓ Lighting
- ✓ Material Handling Equipment

### Executive Agency for Class IV



### Variety of Products

Light Bulbs to Bulldozers



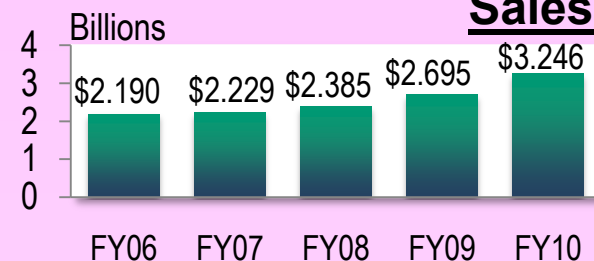


# Construction & Equipment

## Customers / Items

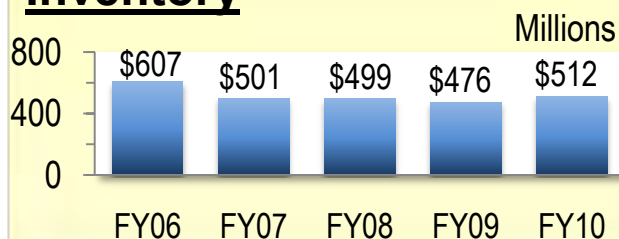
Customers: 26,500  
Orders: 1.3M per year  
Items: 374,000  
330 Federal Stock Classes

## Sales



## The Big Picture

## Inventory



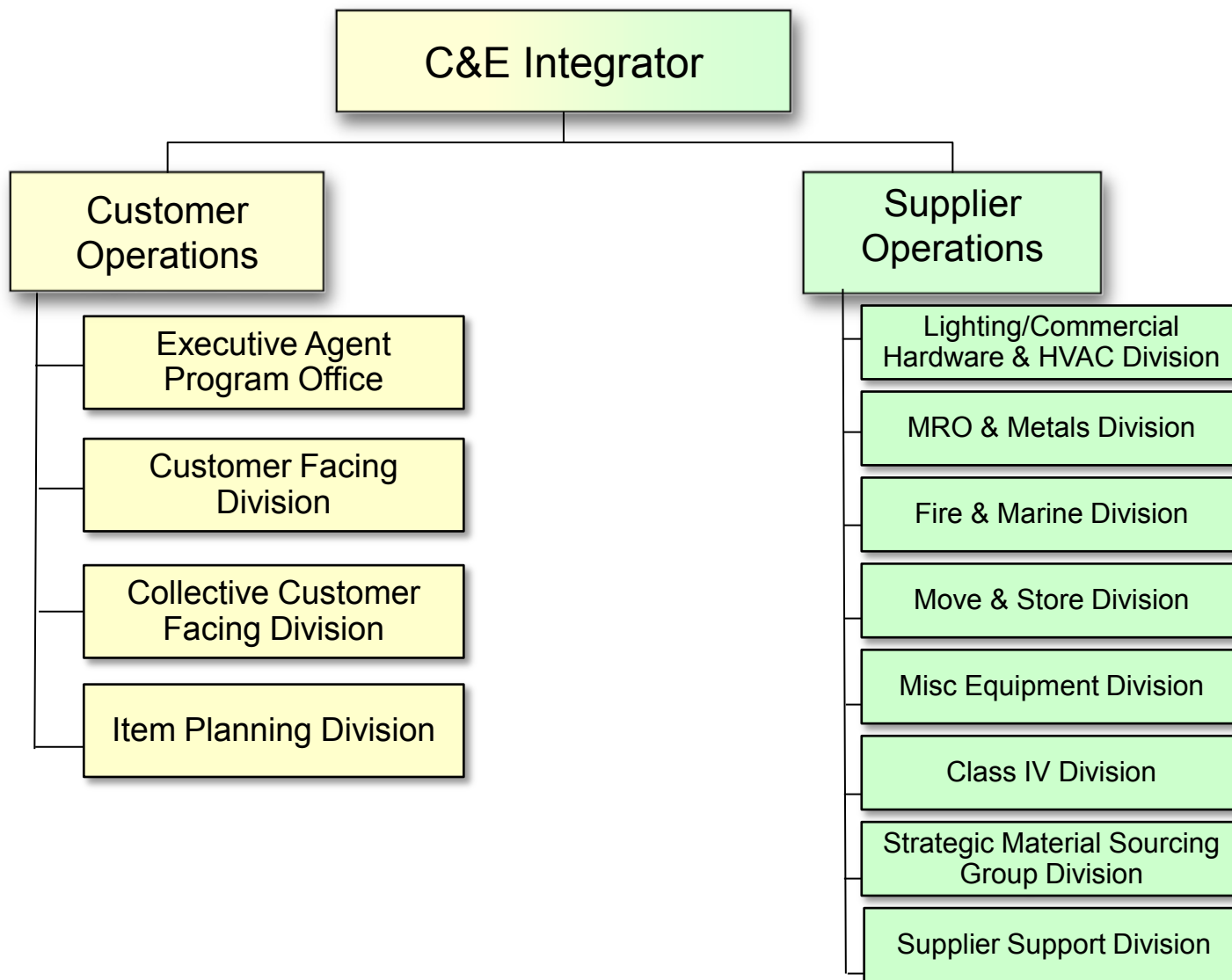
## Personnel / Vendors

Employees: 394 civilian  
7 military

Suppliers: 2,782



# C&E Organization





# MRO & Metals Division

## Maintenance Repair & Operations (MRO)

### Supplies Prime Vendor

- Regional prime vendor / integrated supplier
- Products and services including, but not limited to...



- Electrical
- Plumbing
- HVAC
- Paint
- Lumber

- Tools
- Hardware
- PVF
- Building Supplies
- Incidental Services

### Benefits

- Infrastructure savings
- Inventory cost reductions
- Leveraged buying
- Storefront capability







# MRO and Metals Division Metals Program

*Supported through both prime vendor and traditional contracting*

- All metals
  - Ferrous, non-ferrous and specialty
- All items
  - Angle, bar, extrusions, sheet, strip, screen, plate
- All related services
  - Cutting, shearing, testing, scrap removal, salvage, technical support available through prime vendor



## Benefits

- Infrastructure savings
- Inventory cost reductions
- Leveraged buying

- Regional supplier
- Tailored support





# Fire & Marine Division

## Special Operational Equipment

### *Traditional and TLS support*

#### Major customers

- Army
- Special Forces
- Naval Special Warfare
- Explosive Ordnance Disposal
- Marine Expeditionary Units
- Naval Coastal Warfare

- Sights and Mounts
- Assault Ladders
- Breaching Tools
- Rifle Slings
- Tactical Lights
- Knives



**Tactical**

- Compressors
- Life Vests
- Life Rafts
- Liters
- Ring Buoys
- Boats
- Sonar Devices
- ROVS
- LRADS
- Search Lights
- Eyewear



**Safety/SAR**

- Masks
- Fins
- Diving Helmets
- Gloves
- Regulators
- Dry/Wet Suits
- Cylinders
- Umbilical Lines



**Diving**



# Fire & Marine Division Fire & Emergency Services Safety & Rescue Equipment

*Supported through TLS  
and traditional contracting*

- Breathing Apparatus
- Hoses
- Nozzles
- Regulators
- Thermal imaging equipment
- Ladders
- Extinguishers
- Rope

- Fire alarm systems
- Suppression systems
- Surveillance systems
- Emergency Station Vehicle Exhaust & Vent Systems

- First Responder Training
- Mock Up Training
- Installation
- Repair & Overhaul of items provided

## Major customers

- Coast Guard
- Naval Shipyards
- Tinker & Travis Air Force Base



Equipment



Systems



Training





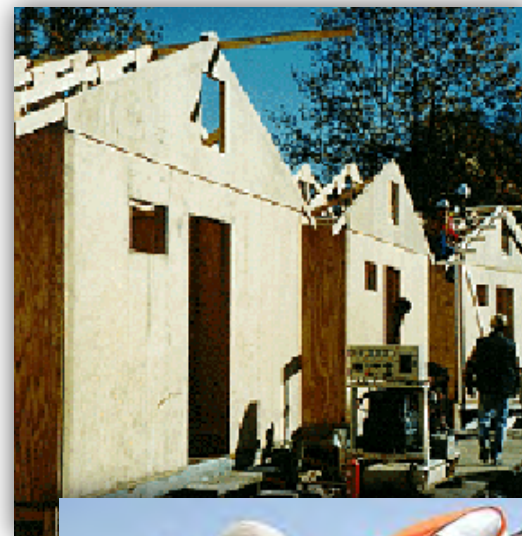
## Class IV Division Wood Products

*Supported through both prime vendor and traditional contracting*

- Dedicated European sources
- Reduced leadtimes
- Reduced costs

### Diversified product line

- Softwood
- Hardwood
- Plywood
- Treated
- Fire retardant
- Poles
- Pilings
- Crossarms & ties
- Bulk lumber





# Move & Store Division Heavy Equipment

*Supported through long term contracts*

- Supports acquisition of over 2,400 “commercial type” heavy equipment products
  - Focus: tailored customer support
- 
- OEMs
  - Customization
  - Full range of options



- Construction Equipment
- Material Handling Equipment
- Fire Fighting & Rescue Vehicles and Environmental Products



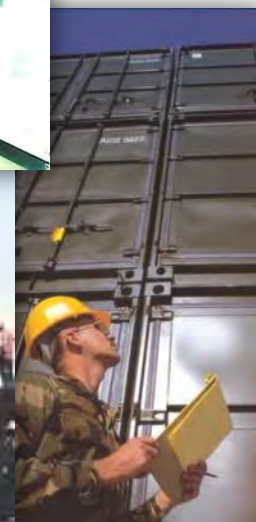
# Move & Store Division Containers

## *Traditional support*

- Containers range from small oil sample bottles to 20' and 40' dry freight, steel cargo containers

## Customization services include

- Racks
- Shelving
- Kits
- A/C
- Dehumidifiers
- Accessory configuration kits for a variety of material weapons







# Move & Store Division

## Material Handling Products

### *Traditional support*

#### Major customers

- DDC/depots
- Rock Island
- SWA CENTCOM

- RFID Tags provide global asset visibility from vendor to war fighter
- Federal Stock Classes  
1730, 1740, 3910, 3920, 3930, 3960,  
3990, 4430, 4440, 4460, 6350

- Aircraft Servicing Equipment
- Dehydrators and Desiccants
- Portable MHE Scales, Ramps
- Chlorate Candles
- Tie Downs & Load Binders
- Pallets & Pallet Covers
- Boxes, Tote, Shipping
- Specialized Warehouse Shelving
- Radio Frequency (RFID) Tags





# Miscellaneous Equipment Division Technology & Information Equipment

*Supported through long term contracts and special programs*

- 80,000 NSNs managed
- State of the art equipment
- Multi-level systems support

- LTCs for both COTS and military specific products
- Brands include HP, Sony, Ricoh and Kodak

- **Special program contracts**
- DAPS Agreement for Targets
- North Central Sight Services
- Priority One (JWOD) Award Winner

- ADP Equipment & Supplies
- Imaging
- Telecommunications
- Training Devices – Targets
- Administrative Products
  - Dog collars to books





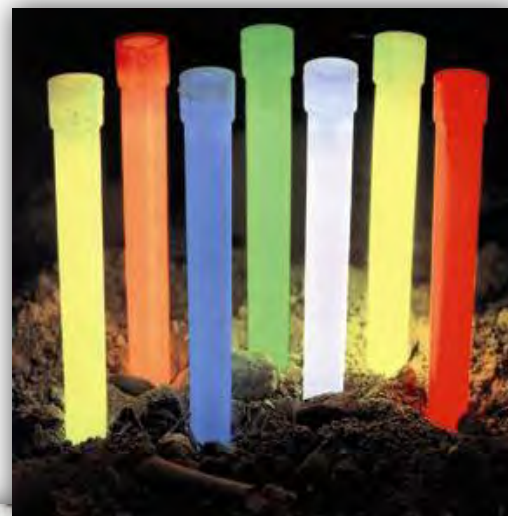
# Lighting/Commercial Hardware/HVAC Division

## Lighting

### Commercial Lighting Products

#### *Traditional support*

- Compact Fluorescent Lamps
- LEDs
- Electronic Ballast
- Low Mercury Lamps
- High Pressure Sodium Lights
- Solar/Wind Powered Lighting Fixtures







# Executive Agent for Class IV Construction & Barrier Material

- DLA provides E2E support to the customer
- Oversight of Construction & Barrier material

- Construction Material
  - Lumber/Plywood
- Barrier Material
  - Concertina/Barbed Wire
  - Fence Posts (Pickets)
  - Bastions
  - Sandbags
- Ground Stabilization Material
  - AM2 Landing Mat
  - Sand Grids





# What We Want to Leave You With

Actively engaged in warfighter readiness...

- Understanding warfighter requirements
- Knowledge of customer's needs for continual improvement
- Looking for industry's support in meeting the requirements of the Service customer



From logistics *mass* to logistics  
***velocity & visibility***



Providing the ***right item*** at the ***right time*** in the ***right place***  
for the ***right price, every time***



# CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



# MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



# CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



# SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Troop Support Subsistence Supply Chain



# Agenda

- Subsistence business overview
- Operational Rations / equipment
- Produce...fresh fruits & vegetables (FF&V)
- Market Fresh...bread / dairy / soda
- Garrison Feeding (dining facilities (DFAC))
- Quality controls
- Business opportunities
- Wrap up and questions

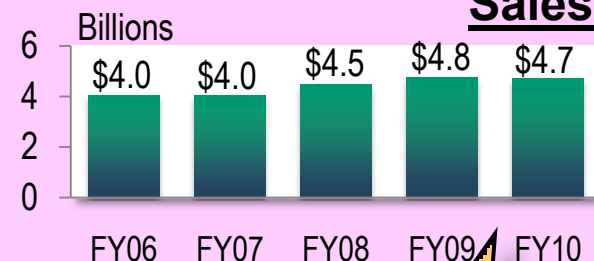


# Subsistence

## Customers / Items

Customers: 12,000  
Orders: 13M annually  
Items: 65,000

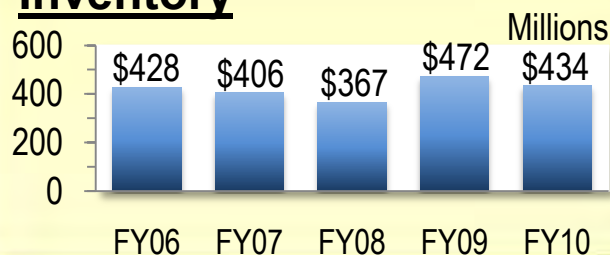
## Sales



## The Big Picture

**FY11 Forecast  
\$4.199B**

## Inventory



## Personnel / Vendors

Employees (auth): 330 civilian  
+ 14 military

Suppliers: 405



# FY10 Subsistence Business

**Warfighter**  
**\$4.470B**

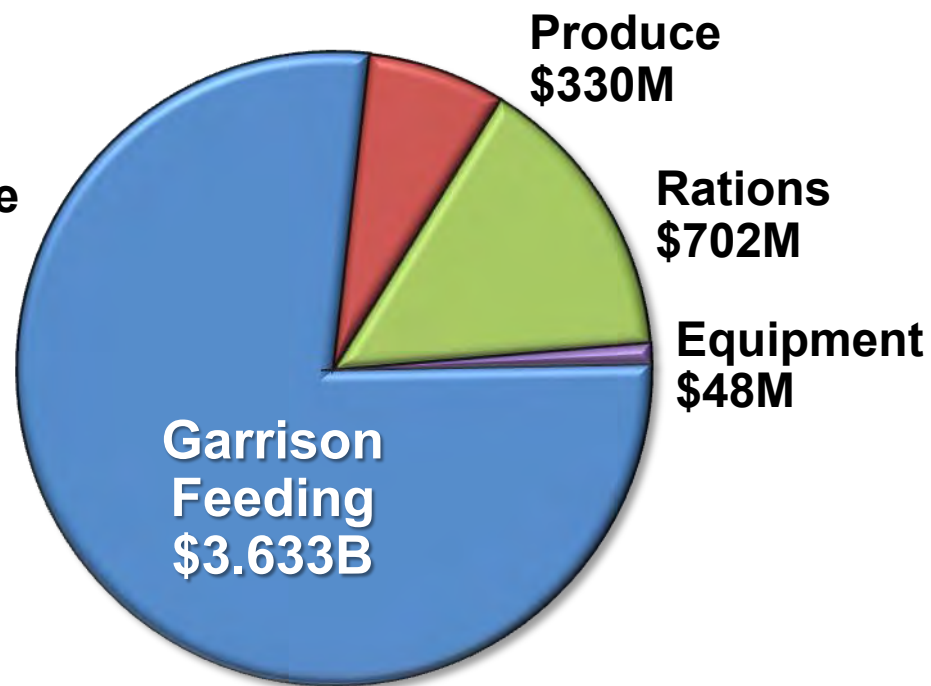
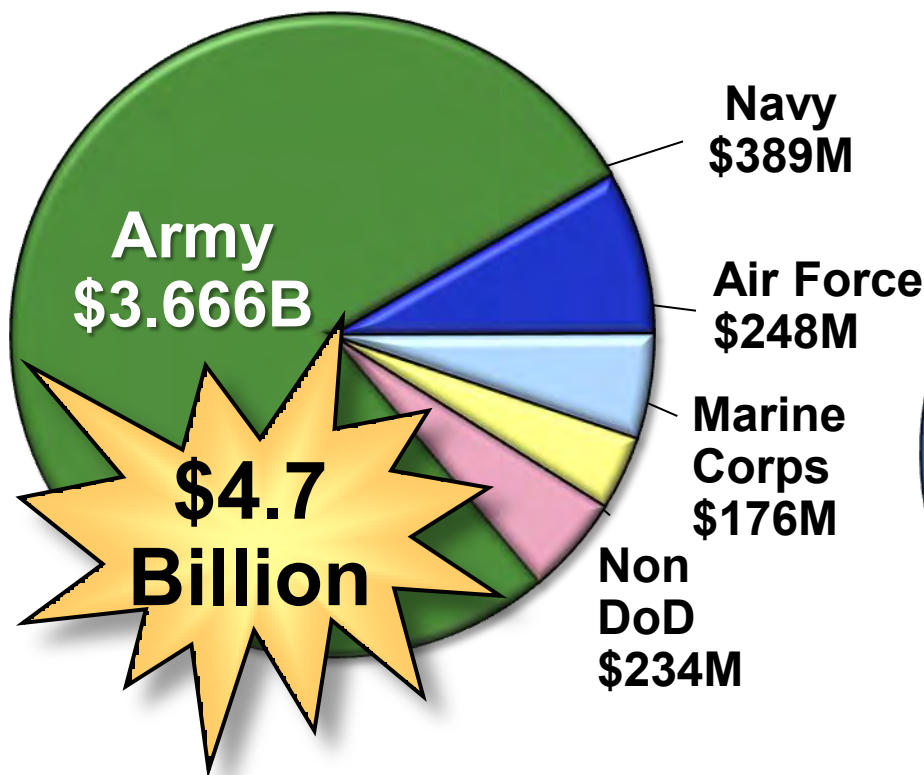
**+**

**Other**  
**\$234M**

**=**

## Readiness Dividends

- Forward presence
- Surge & sustainment
- Joint strategy
- Information fusion
- Total asset visibility





# Focus on the Customer

## Agencies

- Army
- Navy
- Air Force
- Marine Corps
- Non DoD
  - Dept of Agriculture (USDA)
  - Federal Bureau of Prisons
  - Job Corps
  - Veterans' Homes
  - FEMA

## People

- Installation food advisors
  - Military facilities CONUS and OCONUS
  - Navy ships
- Command food advisors
  - Theatre of Operations
- Commissary managers



# Focus on Industry

## Who They Are

- Full-line food distributors
- Food manufacturers
- Small business produce vendors
- Local dairies and bakeries
- Soda distributors
- Ration assemblers and component suppliers
- Food service equipment suppliers





# Contract Highlights

- Tailored customer support contracts
  - Partnership between Gov't and industry
- Supports contingencies and troop surge
- Highest quality products
- Competitive with commercial prices
- Contract oversight
  - Compliance with contract performance metrics
  - Transparency of all costs and suppliers
  - On-site audits
- Streamlined evaluation factors
  - Fewer factors on best value trade-off method
  - Low Price Technically Acceptable (LPTA) method



# Partnering with Customers & Industry

- Joint Subsistence Policy Board (JSPB)
- United States Dept of Agriculture (USDA)
- United States National Guard
- Natick Labs
- Research and Development Associates for Military Food and Packaging Systems, Inc. (R&DA)
- Prime Vendor Food Shows
- US Army Veterinary Command

**We are  
ENGAGED!**  
**Networking =  
understanding  
requirements &  
capabilities**

**Supply  
Planning**

**Demand  
Planning**



# Tailored Operational Rations

- Individual Field Feeding Program
  - Meal, Ready-to-Eat
  - Meal, Religious, Kosher/Halal
  - Meal, Cold Weather (MCW)
  - Food Packet, Long Range Patrol (LRP)
  - Tailored Operational Training Meal (TOTM)
  - Meal, Alternative Regionally Customized (MARC)
- Group Field Feeding Program
  - Unitized Group Ration (UGR-A and Heat & Serve options)
  - Unitized B Ration (USMC only)
  - UGR-Express (UGR-E)
- First Strike Ration (FSR)
- Survival Rations (Food Packet)
- Humanitarian Daily Ration (HDR)
- Health & Comfort Pack (HCP)



The right  
product for the  
mission!



# CONOPS Feeding Plan Timeline (Condition Based)

Standard	Expeditionary < 6 Months					Temporary < 24 Months	
						Military	LOGCAP
Ration Cycle	M-M-M	U-M-M	U-M-U w/one UGR (A) meal every third day	U-M-U	U-M-U	U-M-U	21 Day CONOPS Menu
Theater Ration Mix	MRE 100%	UGR (H&S) 34%	UGR (H&S) 56%	UGR (H&S) 34%	UGR (H&S) 10%	UGR (H&S) 05%	Force Provider, LOGCAP or Direct Contract 90 % Supported by SPV Platform  10% Combination of MREs, UGRs Condition based
			MRE 33%	MRE 33%	MRE 20%	MRE 15%	
		MRE 66%	UGR (A) 11%	UGR (A) 33%	UGR (A)+ 70%	UGR (A)+ 80%	
Facilities		MKT, KCLFF, CK, Tents, Reefers			MKT, CK, Unit Tents, Force Provider, Reefers		Force Provider LOGCAP & SPV
Deployment Days D+	1-20 days	21-30	31-60	61-90	91-180	181 Days to 24 Months	
Notes: 1. Ration Legend: MRE-M, UGR (H&S) or UGR (A) – U, UGR (A) with Short Order Supplemental Menus – UGR (A)+ 2. Units deploying into developed areas may move directly into the temporary standard depending upon their mission and the theater logistical capabilities at that location.							



# Equipment

## Food Service Equipment

- Refrigerators, dishwashers, coffee makers, ice machines...
- Dining facilities, ships
- Commercial and modified commercial equipment

## Field Feeding Equipment

- Modern Burner Unit (MBU), Tray Ration Heater (TRH), field kitchen spare parts & components...
- Troops in training and in the field
- Developed in coordination with Natick and Services for military use





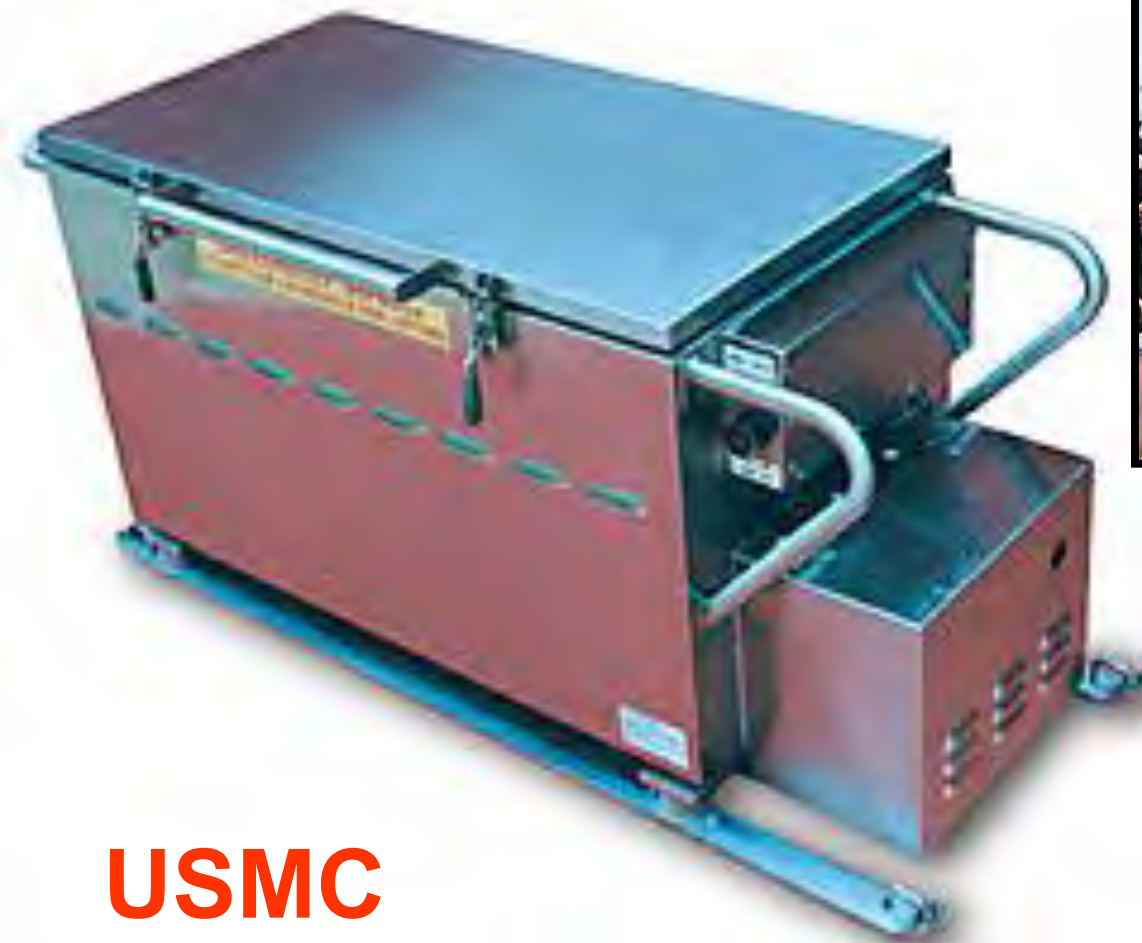
# Mounted Kitchen Trailer (MKT)







# Tray Ration Heating System (TRHS)

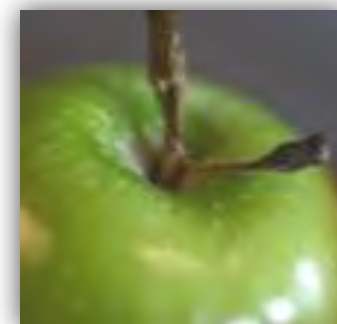


**USMC**



# Produce Customer Segments

- Military troops, Navy vessels, ANG, Coast Guard
  - CONUS produce support provided under regional long-term produce contracts direct to dining facilities, piers
  - OCONUS produce support through local contracts, prime vendors, sealift/US airlift support
- US Dept of Agriculture - School Lunch/ Tribal Reservation Programs
  - Partnership with USDA since 1994
  - DLA Troop Support acts as acquisition and distribution agent
  - Support via regional long-term produce contracts
  - 47 states, approx 16,000 schools, 100 tribes
  - FY10 sales... \$83.8M





# Produce Issues

- Transition to long term contracts from decentralized field offices about 90% complete
- Acquisition strategy to support small businesses to maximum extent
- Utilize commercial operations
  - Seasonal items, local grown items, pre-cut items are very popular
  - Produce vendors have responded well to surge requirements, navy vessel load-outs
- 22 Reps provide forward presence for all Subsistence customer service issues





# Market Fresh Support

- Bread & Dairy
  - Unique market... regionally focused based on local bakeries and dairy plants
  - Many local businesses with limited EDI capabilities
  - 185 long term contracts
  - Bread support... \$20M annually
  - Dairy support... \$16M annually
- Soda
  - 3 long term contracts...Pepsi, Coke, Foremost (Guam)
  - 31 individual catalogs







# How is Subsistence Prime Vendor Different?

## Traditional Support

- Multiple order lead times
- New items twice a year
- Basic staple items
- Limited items in system
- Manage inventories
- Stock in/stock out
- Paper system

## Prime Vendor Support

- 24 to 48 hour lead time
- New items weekly
- Tailored catalogs
- Refined no. of items
- Manage vendors
- Direct Vendor Delivery
- Electronic Commerce





# Subsistence Prime Vendor (SPV)

## CONUS

- 42 contracts
- 36 prime vendors
  - Sysco, US Food Service, etc.
  - Existing commercial full-line food service infrastructure
- 3rd generation contracts in place
- Supports Service Dining Facilities (DFACs), ships, Job Corps, Coast Guard, and other non-DoD
- \$541M annual estimate

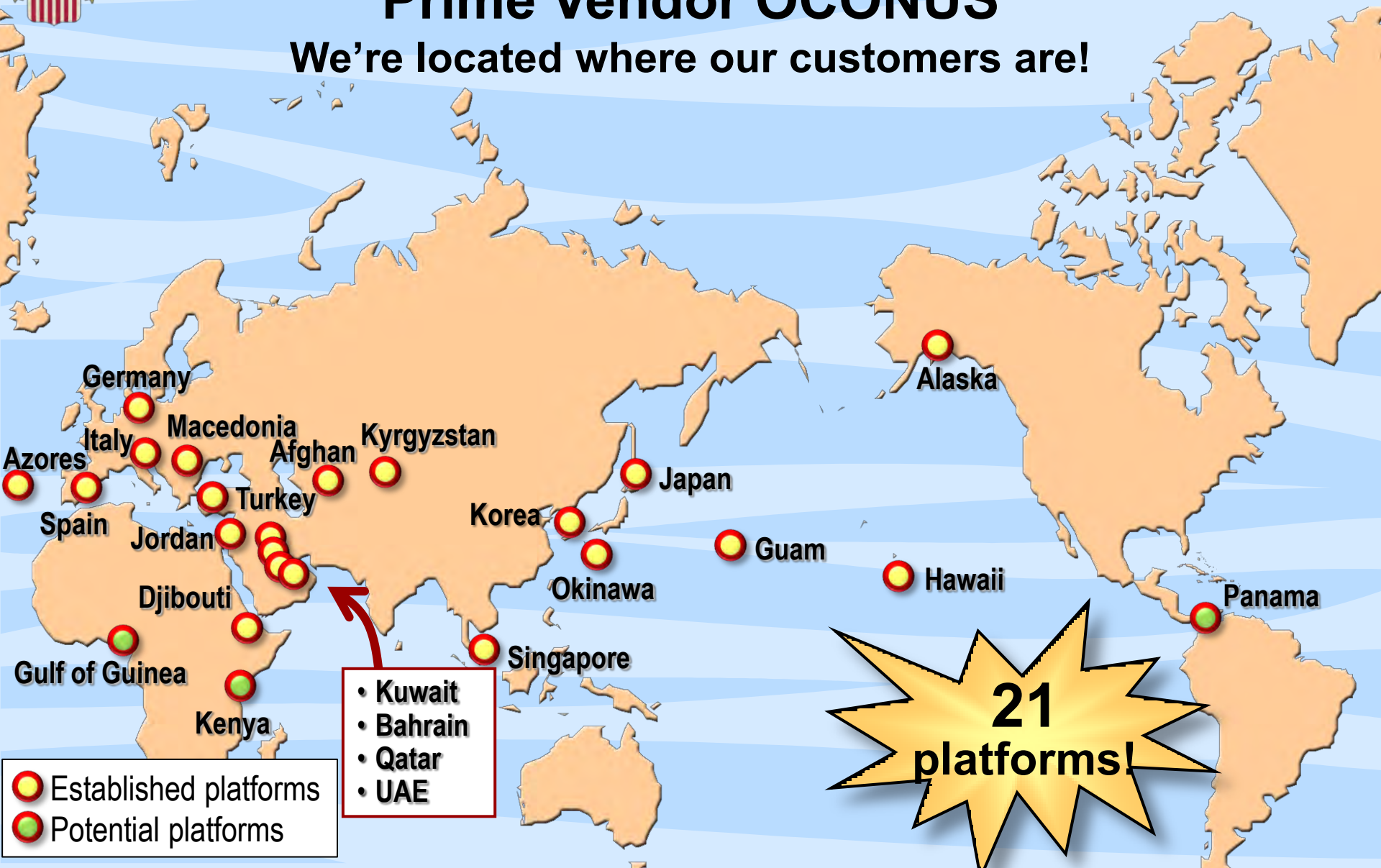
## OCONUS

- Existing infrastructure did not exist
- 13 contracts
- 11 prime vendors
  - Anham, Supreme, Ebrex, TWI, etc.
  - Third Party Logistics (3PL) companies developed food prime vendor infrastructure
- Supports DFACs, Forward Operating Bases (FOBs), Mobile Field Kitchens (MKTs), GFM storage and distribution (e.g. MRE)
- \$3.1B annual estimate



# Prime Vendor OCONUS

## We're located where our customers are!



The map displays Iraq with its major cities and roads. A network of yellow lines represents supply routes, starting from the Port of Shuwaikh in Kuwait and moving north through various locations. Green ovals highlight specific Prime Vendor (PV) locations: DIAMONDBACK, FLB SPEICHER, LSA ANACONDA, AL ASAD, Taji, BIAP, TQ, SCANIA, CEDAR, and TAA VIRGINIA. A large yellow arrow points from the Port of Shuwaikh towards TAA VIRGINIA, indicating the retro-grade of trucks. A blue box in the top right corner contains the text 'Prime Vendor Iraq'. A yellow box in the center right contains the text 'Retro-grade of trucks back to PV warehouse'. A yellow box in the bottom left corner contains a list of bullet points. The map also shows the borders of Syria to the west, Jordan to the southwest, and Iran to the east. The Euphrates and Tigris rivers are labeled. The map is titled 'WARFIGHTER-FOCUSED, GLOBALLY RESPONSIVE, FISCALLY RESPONSIBLE SUPPLY CHAIN LEADERSHIP' at the top.

**WARFIGHTER-FOCUSED, GLOBALLY RESPONSIVE, FISCALLY RESPONSIBLE SUPPLY CHAIN LEADERSHIP**

# Prime Vendor Iraq

**IRAN**

**SYRIA**

**JORDAN**

**KUWAIT**

**Port of Shuwaikh**

**Retro-grade of trucks back to PV warehouse**

- Previously supported 140 locations within Iraq & Kuwait
  - Combination of Forward Operating Bases (Mobile Kitchen Trailer sites) and Dining Facilities (DFACs)
- Future support to approx 29 locations

**WARFIGHTER SUPPORT ENHANCEMENT** **STEWARDSHIP EXCELLENCE** **WORKFORCE DEVELOPMENT**

20

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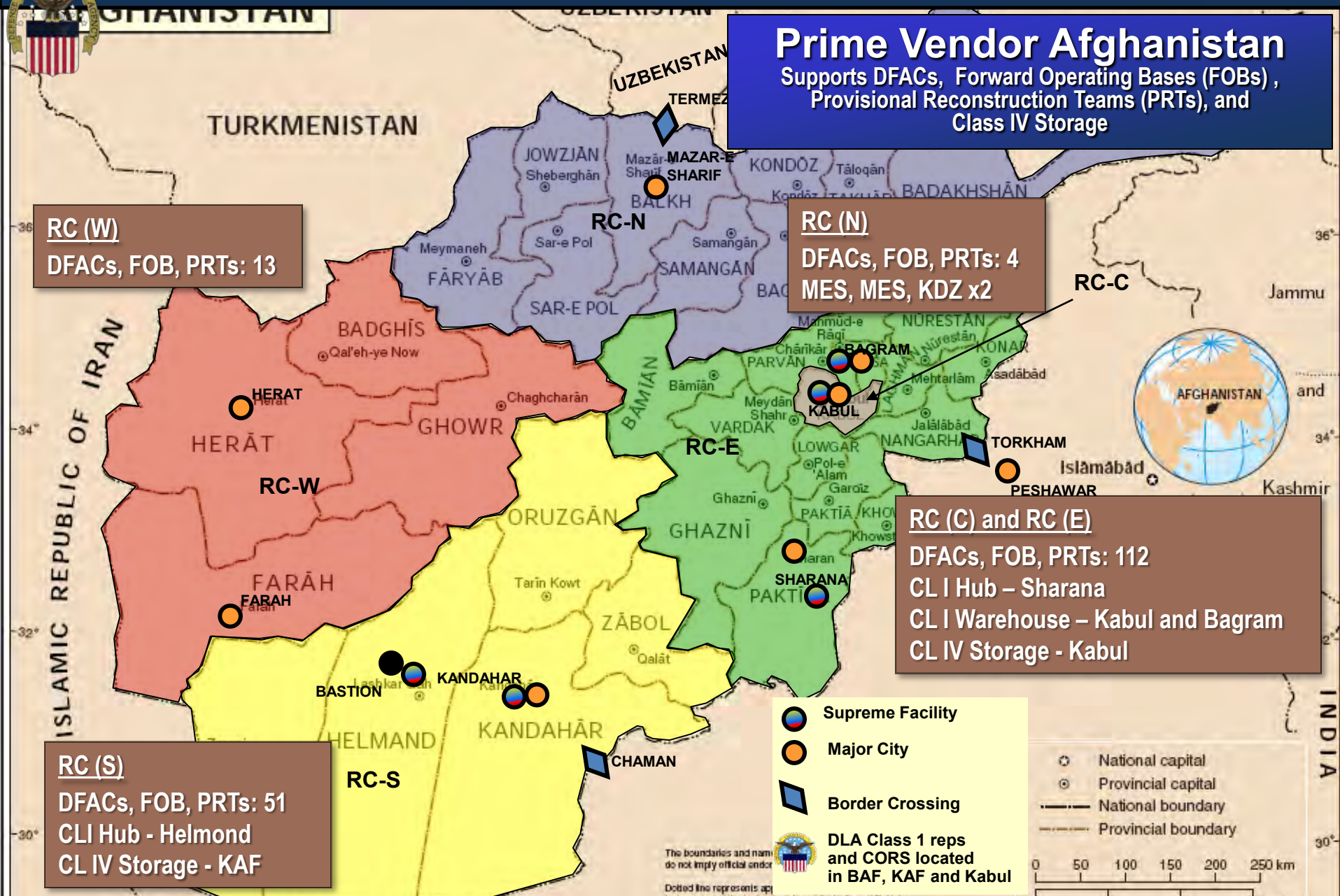
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**WARFIGHTER SUPPORT ENHANCEMENT** **STEWARDSHIP EXCELLENCE** **WORKFORCE DEVELOPMENT**







# Manufacturer Pricing Agreements (MPA)

- Agreements with manufacturers to set pricing for products purchased by OCONUS SPVs
  - One price for all SPV contracts
- Prices determined fair and reasonable up-front
  - FOB origin (mfr facility) or FOB destination if nationally priced
- Monthly updates
- Replace non-MPA items with MPA items on all SPV catalogs
- MPA holders agree to be audited





# FEMA Support

- DLA executed an Interagency Agreement with FEMA Mar 2006
- DLA provides logistics support and is a full partner in disaster planning and exercises
- DLA continues to build support on lessons learned from previous disaster support
- DLA has a flexible worldwide presence
  - Commodity support that includes In -Transit Visibility on all shipments
  - Defense Distribution Expeditionary Depot
  - Contingency Support Teams
  - DLA Liaison Officer
- DLA 2009 logistics support includes
  - Meals, Ready-to-Eat (MREs)
  - Commercial MREs
  - Commercial Shelf Stable Meals
  - Humanitarian Daily Rations (HDRs)



New Orleans, Oct 22, 2005



# Quality Audits & Food Defense

- DLA Troop Support Food Defense Program
- Operational rations
  - Quality systems audit program
  - Quality Systems Management Visits (QSMV)
- Prime vendor / produce vendor audits and QSMVs
- ALLFOODACTS and recalls





# Business Opportunities

- Recent awards
  - Japan SPV – Coastal Pacific
  - Okinawa SPV – Food Services Inc.
  - Poly Tray – Wornick and AmerQual
  - Meal, Cold Weather / Long Range Patrol Ration- Wornick



# Business Opportunities

- Upcoming awards – under evaluation
  - Europe SPV
  - SWA SPV
  - Hawaii SPV
  - Various CONUS SPV zones
  - Meal, Alternative Regionally Customized (MARC)
  - Tailored Operational Training Meal (TOTM)
  - MRE components
  - Health & Comfort Pack
  - Modern Burner Unit (MBU)
  - Tray Ration Heating System



# Business Opportunities

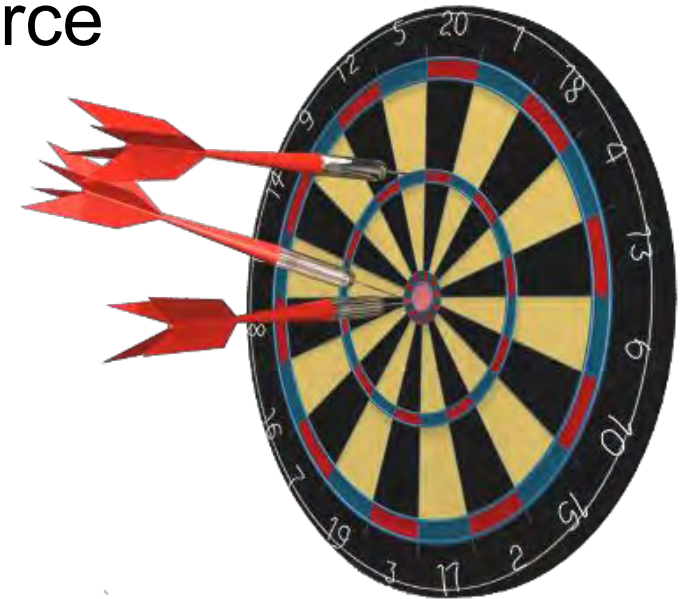
- New solicitations
  - OCONUS SPV – 2 (Afghanistan, Alaska)
  - CONUS SPV – 24 regional zones
  - Meal, Ready to Eat (MRE)
  - Meal, Religious, Kosher/Halal
  - First Strike Ration
  - UGR-A
  - UGR-E components
  - Various Produce and Market Ready long-term contract





# What We Want to Leave You With

- Dedicated, experienced workforce
- Focus on processes and costs
- Contingency support & war reserve management
- Customer relationships
- Tried-and-true industrial base
- Working toward Service-wide systems and processes from planning to consumption



# CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



# MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



# CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



# SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT SUPPORT LOGISTICS AGENCY



## Defense Logistics Agency Energy Alternative Fuels Overview

Jeanne Binder

June 29, 2011



# **DLA Energy Mission, Vision and Values**

## **Mission**

**To provide the Department of Defense and other government agencies with comprehensive energy solutions in the most effective and efficient manner possible.**

## **Vision**

**Our customers first choice for energy solutions.**

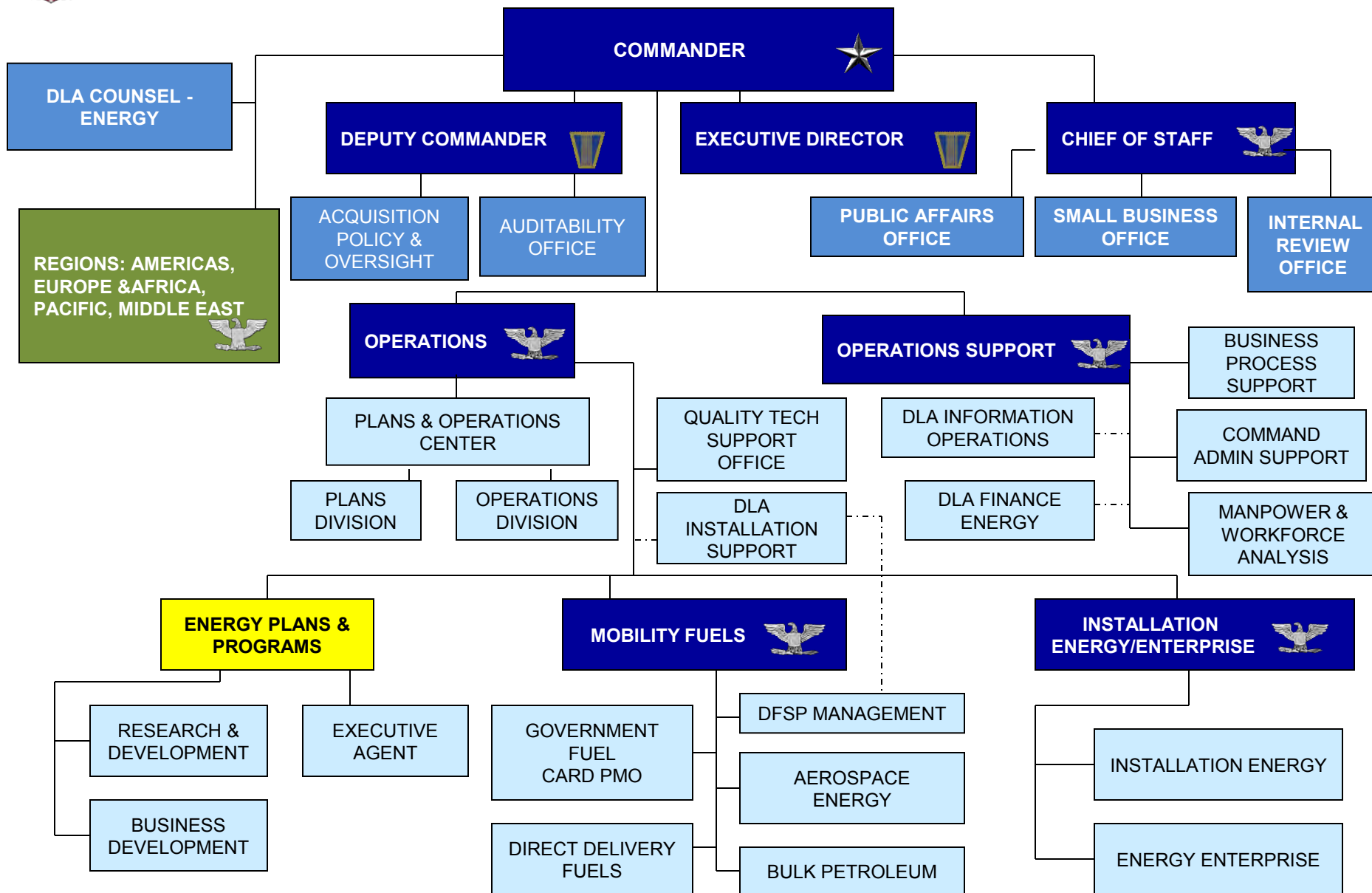
## **Values**

- Warfighter needs guide us**
- Integrity defines us**
- Diversity strengthens us**
- Excellence inspires us**





# Defense Logistics Agency Energy







# DLA Energy Enterprise

## Military Fuel FY10

Inventory	59.9M barrels*
Storage Locations	630
Barrels Sold	130.5M
Fuel Cards	\$699.7M
Aerospace Energy Sales	\$69.6M

## Petroleum Sales: All Customers

FY06 Net Sales	133.9M barrels	\$12.7B
FY07 Net Sales	132.4M barrels	\$12.6B
FY08 Net Sales	132.5M barrels	\$17.5B
FY09 Net Sales	129.0M barrels	\$12.2B
FY10 Estimate	130.5M barrels	\$15.3B
FY11 Estimate	125.5M barrels	\$18.0B

## Foreign Military Sales FY10

Net Sales	3.54M barrels - \$340.5M
-----------	--------------------------

\* 42 Gallons = 1 Barrel

## Expanding Energy Solutions FY10

Natural Gas Business	\$492M
<i>Electricity Business</i>	\$36.5M
<i>Coal Contract Business</i>	\$31.8M
Renewables	\$1M
Energy Savings Performance	\$33.5M
<i>Estimated U.P. Awards</i>	\$616M
<i>multi year awards</i>	

## Forward Presence FY10

Co-located: 3 Service Control Points  
4 Geographic Regions: approx. 283 personnel

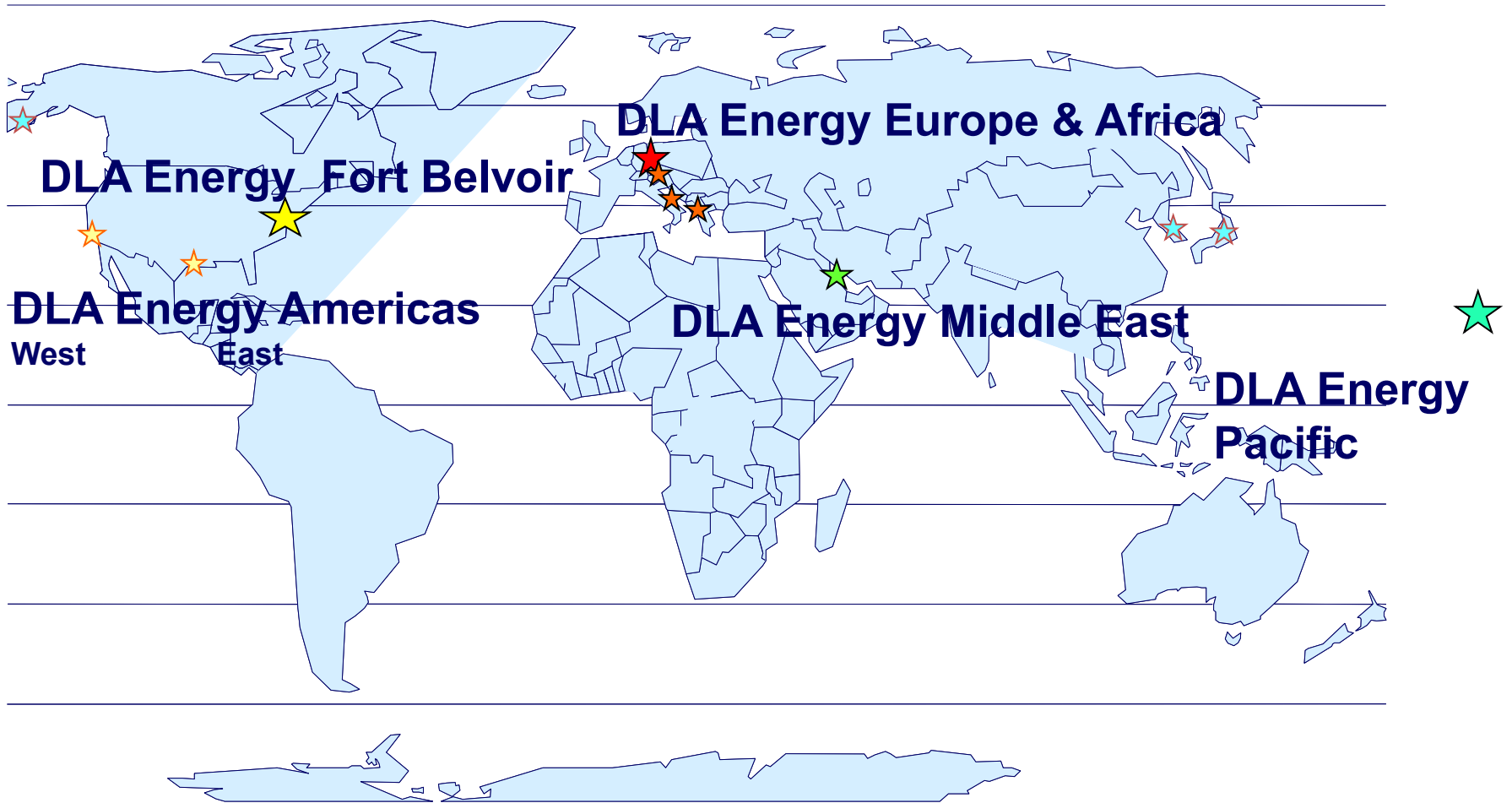
## Personnel On Board FY10

Civilians	1148
Military	63



# How We Support the Warfighter

## DLA Energy Regions



Approximately 1100 military and civilians worldwide



# Established Military Service Alt Energy Goals

## Air Force

- *AF Energy Plan 2010* – “Increase Supply” Goals
  - By 2016, be prepared to acquire 50 percent of domestic aviation fuel via alternative blends greener than petroleum
  - Increase non-petroleum-based fuel use by 10 percent per annum in motor vehicle fleet

## Navy

- *A Navy Energy Vision for the 21st Century*, published October 2009
  - 2012 - Green Strike Group local ops in 2012
  - By 2016 - Sail Green Fleet
  - By 2015 - Reduce petroleum by 50 percent in the commercial vehicle fleet
  - By 2020 – 50 percent of total energy consumption from alternative sources

## Army

- *Army Energy Security Implementation Strategy* – 2009
  - ESG 3: Increased use of Renewable/Alternative Energy
  - ESG 4: Assured Access to Sufficient Energy Supply
  - ESG 5: Reduced Adverse Impacts on the Environment
  - Established a Tactical Fuel and Energy Implementation

## Quantification of Goals

- Air Force
  - 2016: **387,000,000** USG HRJ-8
- Navy
  - 2012: **100,000** USG HRJ-5; **350,000** USG HRF-76
  - 2016: **1,680,000** USG HRJ-5; **1,680,000** USG HRF- 76
  - 2020: **336,000,000** USG HRJ-5 & HRF-76

Quantities are “neat”



# Alternative Fuel Supply Chain “Pillars”

- Must be a drop-in-replacement fuel
- “Competitive” price
- Environmentally compliant with Section 526
- Complies with existing procurement statutes/regulations
- Leverage private sector demand



# Efforts to Date

- Support Service testing & certification efforts
- Fischer-Tropsch
  - Four contracts: JP8, F76
  - 730,000 USG delivered
  - Coal-to-liquid, Gas-to-Liquid
- Hydrotreated Renewable
  - Seven contracts: HRJ8, HRJ5, HRF76
  - 761,500 USG
- B-20/E-85
  - Over 36,000,000 USG since 2006





# Service Test and Certification

- Air Force
  - FY11: Entire Fleet certified on FT 50-50 blend
  - FY12: Entire Fleet certified on HRJ
- Navy
  - FY12: Platform certification & “Great Green Fleet” demonstration



F/A-18 “Green Hornet” Flight – Earth Day 2010



# Industry Qualification (ASTM D4054 Process)



**Specification Properties**



**Fit-For-Purpose Properties**



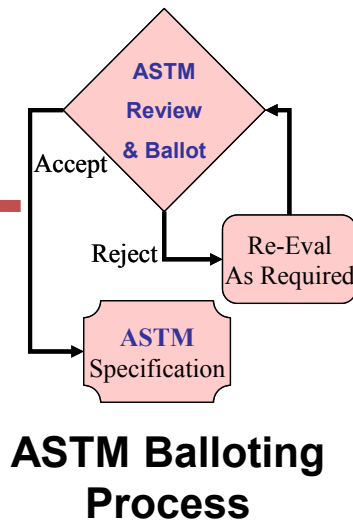
**Component/Rig Testing**



**Engine/APU Testing**



**Revised or New ASTM Spec**



**FAA & OEM Review & Approval**



There is a rigorous specification approval process!



# Strategic Considerations

- Alternative fuels have a growing role in our economy
  - Mandates under Renewable Fuel Standards (RFS) 2
- Strong projections of Renewable and Cellulosic Biodiesels
  - Unlike FAME, is fungible with existing infrastructure
  - Cost competitive
  - Potential for ships bunker fuel support
- But....



# Strategic Considerations (cont'd)

- No RFS2 mandates for jet fuel
  - Competition for refining capacity/biomass feedstocks
- Unclear price competitiveness
- Jet Fuel ~ 4 percent of U.S. energy consumption
  - DoD only 10 percent of total jet fuel demand
- Section 526 compliance
- Departmental assessment of recent relevant studies



# Bridging the Gap

Testing and Certification  
Volumes



Full Production Level  
Volumes



- Continued support of testing & certification efforts
  - Must have approved specifications to solicit
- Continued intergovernmental & private sector collaboration
  - Synergism required to make alternative aviation fuels a reality
- Blue-print to feasible objectives
  - A game of “singles” vs. home runs
- Continued unified commitment: Budget, requirements





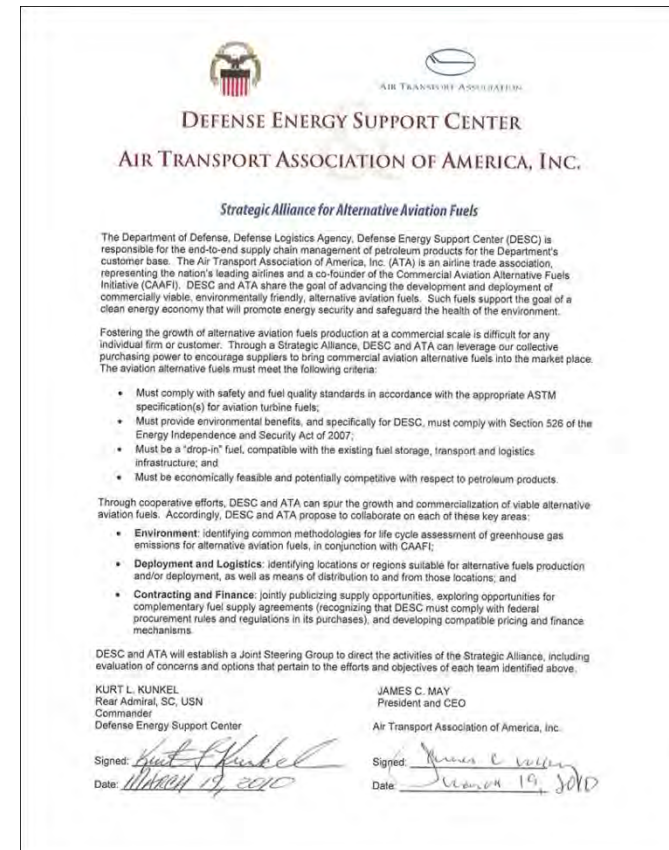
# BACKUP



# Strategic Alliance for Alternative Aviation Fuels



RDML Kurt Kunkel and ATA President and CEO James May sign the Strategic Alliance for Alternative Aviation Fuels agreement March 19, 2010.





# Air Transport Association Strategic Alliance

- Shared goal
  - Advancing the development & deployment of commercially viable, environmentally friendly, alternative aviation fuel
- Joint Steering Group established to direct activities
- Three Collaborative Teams
  - Contract and Finance
  - Environment
  - Deployment and Logistics



# FY 10 NDAA, Section 334

Not later than February 1, 2010, the Secretary of Defense shall submit to the Committees on Armed Services of the Senate and House of Representatives a report on the use and potential use of renewable fuels in meeting the energy requirements of the Department of Defense. Such report shall include each of the following: (1) An assessment of the use of renewable fuels, including domestically produced algae-based, biodiesel, and biomass-derived fuels, as alternative fuels in aviation, maritime, and ground transportation fleets (including tactical vehicles and applications). Such assessment shall include technical, logistical, and policy considerations. (2) An assessment of whether it would be beneficial to establish a renewable fuel commodity class that is distinct from petroleum-based products.”



# Section 334 Status

- Report completed Nov. 24, 2010
- Submitted to Director of Operational Energy Plans & Programs Office
- DOEPP Office will conduct Departmental Coordination prior to submission to Congress





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Center of Excellence for Pricing

Rusty Wells  
DLA Acquisition  
June 29-30, 2011



# Agenda

- Center of Excellence for Pricing (COEP)
- Pricing Example One
- Truth in Negotiations Act (TINA)
- Data Other Than Certified Cost or Pricing Data
- Better Buying Power
- Cost Reduction / Efficiency Initiatives
- Pricing Example Two
- Conclusions
- Questions
- Parting Words
- Backup Information



# COEP – Overview

- Mitigate Agency, Warfighter and Taxpayer Risk through:
  - Active, aggressive surveillance, detection and corrective actions
  - Management visibility of field pricing health
  - Improved corporate decisions
  - Enhanced pricing capability
  - Reduced acquisition costs
- Independent “expert” pricing professionals who provide oversight, fraud detection, pricing assistance and training
- Based at DLA Headquarters with team members at DLA Aviation in Richmond, DLA Land and Maritime in Columbus, and DLA Troop Support in Philadelphia

**Supports Defense Procurement and Acquisition Policy  
Focus on Pricing**



# COEP – Actions

- Provide independent, onsite reviews
- Conduct Tailored Logistics Support Contract pricing audits (e.g. Prime Vendor Contracts)
- Perform Pre-Award and Post-Award pricing reviews that include PACE, EMALL, and Hotline Issues
- Develop and provide tailored pricing rules, tools, and training
- Assist the DLA Training Center on the establishment of the DLA Pricing Academy
- Participate on Procurement Management Reviews
- Serve as a member on the Contract Pricing Advisory Group



# Pricing Example One

- Bottom Dog Lever – Nothing too special just happens to be the first item I procured as a Government Contract Specialist!
- Received responsive offers of \$100, \$101, and \$102 per unit.
- Do we have adequate price competition?
- Which offer is the best value?



- What if offers are \$100, \$105, and \$125 per unit?
- Do we still have adequate price competition?
- How about offers of \$100 and \$300 per unit?
- Do we have adequate price competition now?





# Pricing Example One Continued

- Received responsive offers of \$100, \$101, and \$102 per unit.
- Are we now getting a good price if DLA bought the same item 6 months ago at-
- \$50?
- \$100?
- \$150?
- What if \$50 per unit 6 months ago was for delivery in 9 months but requirement now is 48 hour delivery to Afghanistan?
- What if 6 months ago 3 manufacturers were in the marketplace when we bought the item for \$50, but now only 1 manufacturer remains with 2 dealers?
- What if \$50 per unit was the previous price but the Government now requires a special paint application that costs \$40/gallon?





# Pricing Example One Continued

- Received responsive offers of \$100, \$101, and \$102 per unit.
- What if we are using Tradeoff in lieu of Lowest Price Technically Acceptable?
- Should we possibly pay more for a higher priced item?
- What if we need 10,000 units now but previous requirement was for 10 units at \$100? Are we getting a good deal?



- What if the low vendor is located in Hawaii and the other two vendors are on the East Coast and the requirement is shipped FOB Origin to a DLA facility in Richmond, Virginia?



# TINA - Sources of Information

- 10 U.S.C. 2306a
- FAR Part 15.4
  - FAR definitions of cost or pricing data changed (FAR Case 2005-036) effective October 1, 2010
  - Now it is “certified cost or pricing data” or “data other than certified cost or pricing data”
- Contract Pricing Reference Guides, Volumes 3 and 4
  - Undergoing updates
  - New Link  
<https://acc.dau.mil/cprg>
  - Old Link  
[http://www.acq.osd.mil/dpap/cpf/contract\\_pricing\\_reference\\_guides.html](http://www.acq.osd.mil/dpap/cpf/contract_pricing_reference_guides.html)



# TINA – What It Does

- Defines requirements for cost or pricing data
- Delineates exceptions to the requirement
- Provides right of Government to examine contractor records
- Governs rules for defective pricing
- ***Ultimate goal is a fair and reasonable price for both Government and Supplier***



# TINA – Exceptions

- Certified cost or pricing data is NOT required if any of the following exceptions apply:
  - Adequate price competition exists
  - Prices are set by law or regulation
  - Commercial item is being obtained
  - Waiver has been granted (extremely rare!)





# TINA – Requirements

- Certified cost or pricing data shall be required if the sum of the maximum dollar value for the base year and all option years and surge requirements exceeds \$700,000
- NOTE: The dollar value of all NSNs in a multi-NSN procurement must be considered together, not separately
- Contracting Officer must determine the adequacy of the submitted certified cost or pricing data



# TINA – Certificate Requirements

- FAR 15.406-2
- Contractor must provide the certificate after the final negotiated price has been reached
- Certificate must be dated on the date the final price was negotiated
- Contractor must certify that data is current, accurate, and complete as of that date
- The certificate should not be included with the contractor's original offer



# DCAA Information

- <http://www.dcaa.mil>
- “Publications” > “Information for Contractors”
- Chapter 3 - Guidance on Pricing Proposals



# Data Other Than Certified Cost Or Pricing Data

- FAR 15.402(a)(2)(ii)
  - Also defined at FAR 2.101
  - Information that does not meet the definition of certified cost or pricing data found at FAR 2.101
- Government will request with the expectation the contractor will provide
- May be same data as certified cost or pricing data but it is NOT certified
- May require non-disclosure agreement
- Submission of data tailored to what is needed by the Contracting Officer to determine price reasonableness
- ***But what exactly is it?***



# Data Other Than Certified Cost Or Pricing Data

- Do not require from the contractor any more data than absolutely necessary
- Data tailored to determine price reasonableness
- TINA does not apply
- Can obtain assistance from DCAA and DCMA to review
- No other means of determining prices fair and reasonable
- Requesting data is the last resort for the Government in an attempt to determine price reasonableness





# Data Other Than Certified Cost Or Pricing Data

- Four Examples:
  - Price analysis using past buys determined fair and reasonable
  - Informal cost breakdown or other non-certified cost or pricing data
  - Commercial sales data– adequate, comparable
  - “Of a type” commercial sales data



# Better Buying Power

- Public Website <https://acc.dau.mil/bbp>
- Finding efficiencies within \$400 billion of the \$700 billion budget
- Deliver the warfighting capabilities we need with the money available by getting better buying power for warfighters and taxpayers
- Provides a forum for the defense acquisition workforce to collaborate on 23 efficiency initiatives
- Five major areas -
  - Target Affordability
  - Incentivize Productivity
  - Promote Competition
  - Improve Tradecraft
  - Reduce Bureaucracy



# Cost Reduction / Efficiency Initiatives

- Reverse Auctions
- Lowest Price Technically Acceptable (LPTA)
- Defense Procurement and Acquisition Policy (DPAP) Competition Memo
- Best Price Upfront
- Value Engineering Change Proposals (VECPs)
- DCMA and DCAA Interaction
- Commercial Catalog Pricing



# Reverse Auctions

- Contractors bid against each other in a real-time auction
- Used as a technique during discussions to drive down prices
- Utilized in conjunction with the evaluation factors stated elsewhere in the solicitation (past performance, socioeconomic factors, etc.). Included in the DLA Automated Master Solicitation for manually evaluated solicitations.
- DLA policy guidance in December 2009 encouraged contracting activities to use reverse auctions
- Government can still hold discussions (either prior to reverse auctions or simultaneously) concerning technical issues or unbalanced pricing
- [https://help.procuri.com/robo/projects/buyer\\_help\\_50\\_en/Demos/Demo\\_Center.htm](https://help.procuri.com/robo/projects/buyer_help_50_en/Demos/Demo_Center.htm)



# LPTA

- Appropriate when best value is expected from selection of a technically acceptable proposal with the lowest evaluated price
- Government would not realize any value from a proposal exceeding the minimum technical or performance requirements
- Usually for commercial or non-complex supplies or services that can be clearly defined and expected to be low risk
- Evaluation factors represent specific characteristics that are tied to significant requirements set forth in the solicitation
- Proposals are evaluated for acceptability but not ranked using non-cost/price factors (e.g. technical and past performance)
- Price analysis normally used to evaluate price but cost analysis may be used when necessary to determine the price fair and reasonable





# DPAP Competition Memo April 2011

- “Improving Competition in Defense Procurements – Amplifying Guidance”
- All competitive procurements above the Simplified Acquisition Threshold with the exception of emergency acquisitions
  - Solicitations posted for less than 30 days and only one offer is received
    - Contracting Officer shall cancel and resolicit for an additional 30 days
  - Solicitations advertised for at least 30 days and only one offer is received
    - Contracting Officer shall use price or cost analysis in accordance with FAR 15.404-1 to make a fair and reasonable determination.
    - Negotiations to be conducted if Contracting Officer deems necessary
    - The negotiated price should not exceed the offered price



# Best Price Upfront

- Contractors should not assume that discussions will take place
- As stated in FAR Clause 52.215-1(f)(4)
  - The Government intends to evaluate proposals and award a contract without discussions with offerors
  - The offeror's initial proposal should contain the offeror's best terms from a cost or price and technical standpoint
  - The Government reserves the right to conduct discussions if the Contracting Officer determines them to be necessary
- Benefits to receiving the Best Price Upfront
  - Acquisition lead time reductions
  - Government receives the lowest price first time around



# VECPs

- For DLA, all contracts \$25,000 or more shall contain a Value Engineering (VE) Incentive clause
- FAR Clause 52.248-1 Value Engineering
- Per FAR Part 48, the contractor is encouraged to develop, prepare, and submit VECPs voluntarily
- The contractor shall share in any net acquisition savings realized from accepted VECPs
- Two primary conditions need to be met-
  - Must require a change to the contract under which it is submitted
  - Must provide an overall cost savings to the Government after being accepted and implemented
- Can be submitted any time under an active contract with a VE clause



# DCMA and DCAA Interaction

- Critical functions performed by DCAA and DCMA have become blurred
- Action was taken to avoid unnecessary overlap and redundancy between the agencies
- Contracting officers now request audit assistance from DCAA for fixed price proposals exceeding \$10 million
- DCMA available for field pricing assistance for proposals equal to or less than \$10 million



# Commercial Catalog Pricing

- Determination of an item to be commercial is a separate issue from the determination of the item to be fair and reasonable in price
- A listing in a commercial catalog does not guarantee that the price is fair and reasonable
- Price analysis techniques (such as, but not limited to, prior procurement price comparisons and prior catalog price comparisons) are used to evaluate the catalog prices
- Government can still hold discussions or request other than certified cost or pricing data, but only if other attempts to determine price reasonableness have not been successful





# Pricing Example Two

- How much are you willing to pay for a 20 ounce bottle of water?

\$1.50?

\$0.75?



\$4.00?

- What if I told you I paid all of these prices recently and think all are reasonable?
- \$0.75 breaking a case from a discount warehouse
- \$1.50 at a convenience store
- \$4.00 at the movie theaters



# Conclusions

- DLA takes contract pricing very seriously
- Conducting business as we have in the past is no longer a viable option
- Every pricing scenario is different
- The Government must obtain enough data from our suppliers to ensure we are purchasing at fair and reasonable prices
- The Government relies on its vendors to support us in our efforts to be good stewards of the taxpayers' dollars
- Please offer us the best price possible
- Let us know if efficiencies exist we can use
- Help us continue to reduce our costs while meeting our mission



# COEP Breakout Session

## Questions?



# Parting Words

**Whether You Are**  
**Government Or Industry,**  
**Treat Each Situation Like It Is**  
**Using Your Own Money**  
**Because It Is!**



# Backup Information

- TINA – Commercial item exemptions
- DCAA – Preparing for an audit
- DCAA – Lessons Learned
- Forward Pricing Rate Process





# TINA – Commercial Item Exemptions

- Description of the item's use in the commercial or industrial sector and the specific users
- Description of the exact differences between the item and its commercial equivalent (with estimated cost differences, if available)
- **Determination of an item to be commercial is a separate issue from the determination of the item to be reasonable in price**



# TINA – Commercial Item Exemptions

- Competitive Published Price List
  - Cover page from catalog along with page showing actual item
  - Reasonable belief that the item could be expected to be purchased by the general or industrial public at the offered price
- Invoices from commercial sales of the same/similar item
  - Quantities, Dates, and Prices
  - Any discounts from the price list (i.e., most preferred customer information)



# DCAA – Preparing for an Audit

- Have personnel readily available who are familiar with the proposal
- Have an adequate accounting system
- Be a going concern
- Have detailed support schedules readily available
- Have detailed supporting documentation readily available that is related to the proposed costs
- Provide the proposal and supporting schedules in electronic format
- Have financial statements and cash forecasts of the company available



# DCAA – Lessons Learned

- Cover sheet not in accordance with FAR 15.408, Table 15-2
  - Total proposal price not stated
  - Company POC(s), management signature, and period/place of performance not stated
- Failure to identify any individual subcontractor cost over \$700,000 threshold
- No evidence of subcontractor cost and pricing data where required
- No evidence of cost analysis of subcontractor costs where cost or pricing data is required per FAR 15.404-1( c )(2)(iv)



# DCAA – Lessons Learned

- Lack of Consolidated Bill of Material
- Failure to adhere to solicitation specifications
- No evidence of price analysis where cost or pricing data is not required
- Unallowable cost included in proposal (FAR 31.205)
- Proposal not mathematically correct
- Summary proposal does not reconcile to supporting schedules
- Cross referencing not provided from summary schedules to detailed supporting schedules





# DCAA – Lessons Learned

- Where FCCM is proposed, applicable form CASB-CMF is not provided
- Where competition is claimed for subcontractors above the cost or pricing data threshold, no evidence provided showing the degree of competition and the basis for establishing the source and reasonableness of the price
- Where commerciality is claimed for subcontractors above the cost or pricing data threshold, no evidence provided to support assertion



# DCAA – Lessons Learned

- Unsupported labor, material, other direct costs, and indirect expenses. Contractor fails to provide:
  - Adequate explanatory notes that provide the basis of estimate for each proposed cost element
  - Rate calculations, cost pool, and allocation base descriptions; dated sources such as previous year's financial data; current budget; year-to-date actuals not provided for indirect cost
  - Data sources such as dated historical activity reports, payroll registers, invoices, and vendor quotes not provided for direct costs



# Forward Pricing Rate Process

- Contractor issues a proposal
- DACO/ACO analyzes proposal to establish a FPRR
- DCAA issues audit
- DACO/ACO reviews and discusses significant concerns with DCAA
- DACO/ACO issues new FPRR based on audit from DCAA
- DACO/ACO develops Pre-Negotiation Objectives Memo (PNOM) supporting any deviations from audit
- PNOM goes through Board of Review process which includes DCAA representation
- After PNOM approval, DACO/ACO negotiates a FPRA and submits a negotiation memorandum for Board review
- When there are significant changes to rate assumptions, the FPR process starts over

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT SUPPORT LOGISTICS AGENCY



## DLA Disposition Services

“Sustaining Warfighter Support While Reducing Cost”

WARFIGHTER SUPPORT ENHANCEMENT

STEWARDSHIP EXCELLENCE

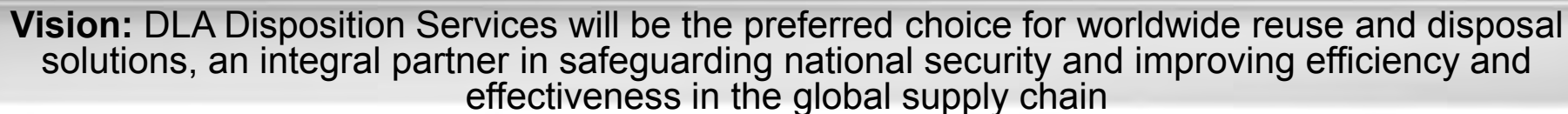
WORKFORCE DEVELOPMENT





1,633 Personnel ... 16 Countries ... 41 States

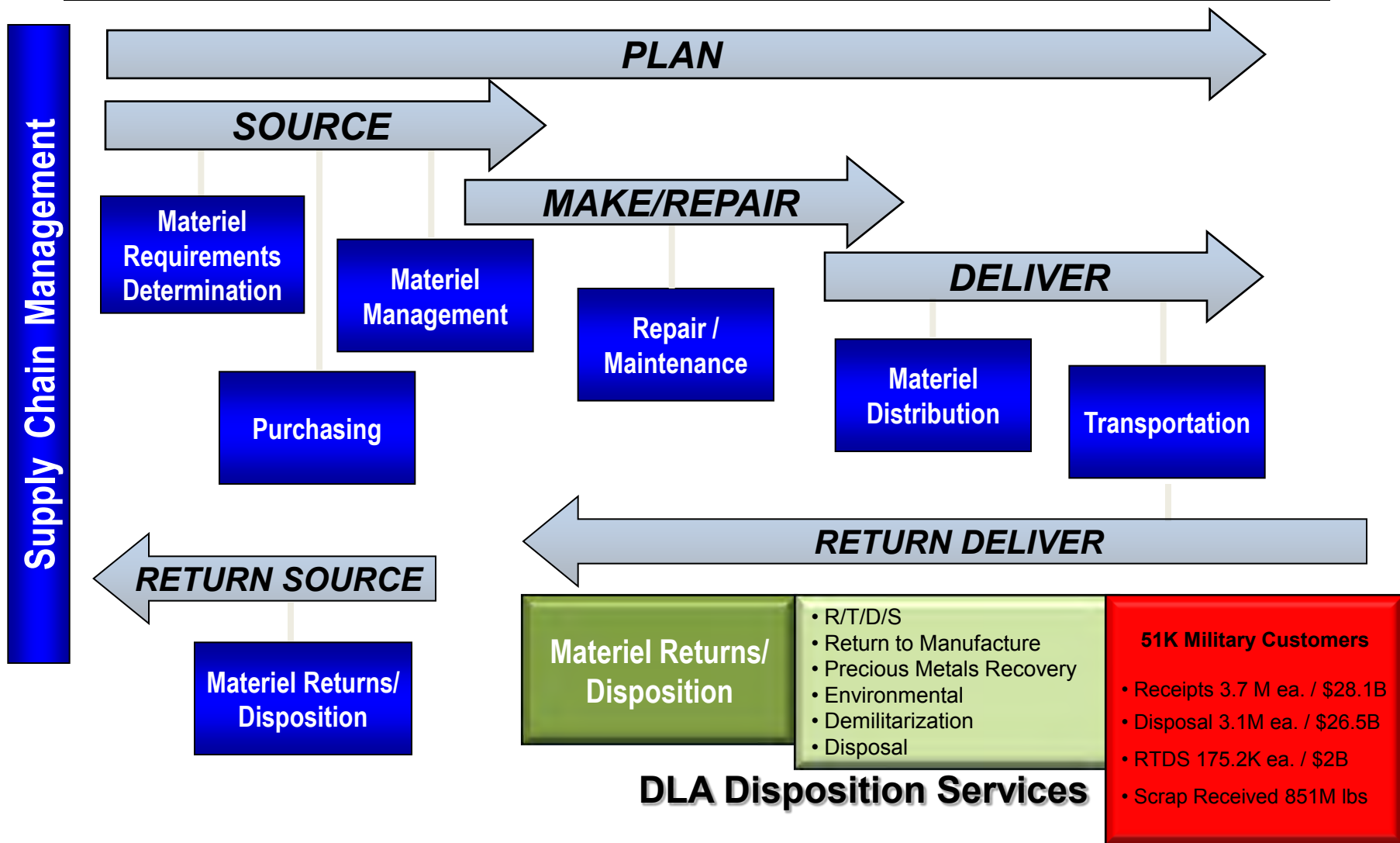
**Mission:** *DLA Disposition Services supports the Warfighter and protects the public by providing worldwide disposal management solutions*





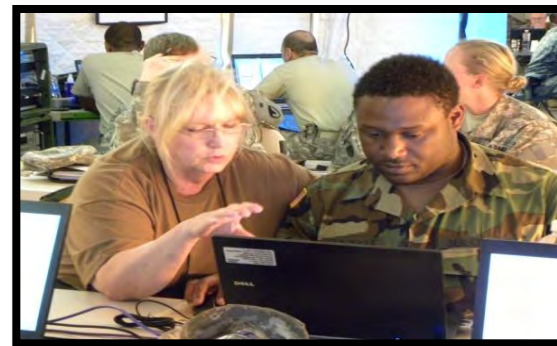


# DOD Supply Chain Management Model





# Reutilization Mission



Warfighter Needs

Integrity

Diversity

Excellence



# Reutilization Results FY10

3.7M lines of Usable Property **Received** (\$28B Acquisition Value)

Saved \$2B Tax dollars / Filled 175K Requisitions



## Army

Saved  
\$479M

Requisitions  
42,932



## Air Force

Saved  
\$237M

Requisitions  
10,535



## Navy

Saved  
\$173M

Requisitions  
17,866



## Marines

Saved  
\$33M

Requisitions  
6,906

# Great potential for increased savings





# Transfer & Donation Mission



Homeland Security



Health delivered.



American Red Cross



National Law Enforcement and Corrections Technology Center



Think **green** before spending green



# Special Programs

**Humanitarian Assistance Program**  
\$52M

**Law Enforcement Support Office**  
\$162M

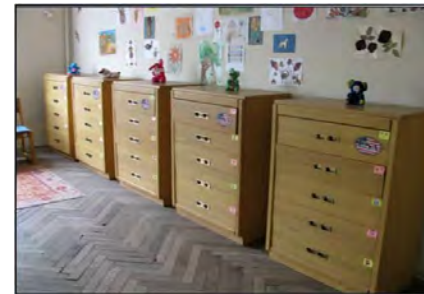
**Fire Fighter Program**  
\$102M

**Foreign Military Sales**  
\$352M

**Computers for Learning**  
\$16M

**VA Industries**  
\$35M

*Saves Tax Dollars \$*





# Demilitarization



**Demil as  
Condition of  
Sale**

**FY 10  
35M lbs**



**Demil by  
Disposition  
Services**

**FY 10  
2M lbs**



**Demanufacturing**

**FY 10  
3M lbs  
Demil required**



**Other  
Service  
Contracts**

**FY 10  
42K lbs**



**Disposal on  
Hazardous  
Waste  
Contracts**

**FY 10  
47M lbs**

**Whether it's safeguarding national security, the environment or taxpayer dollars,  
our product is "peace of mind."**

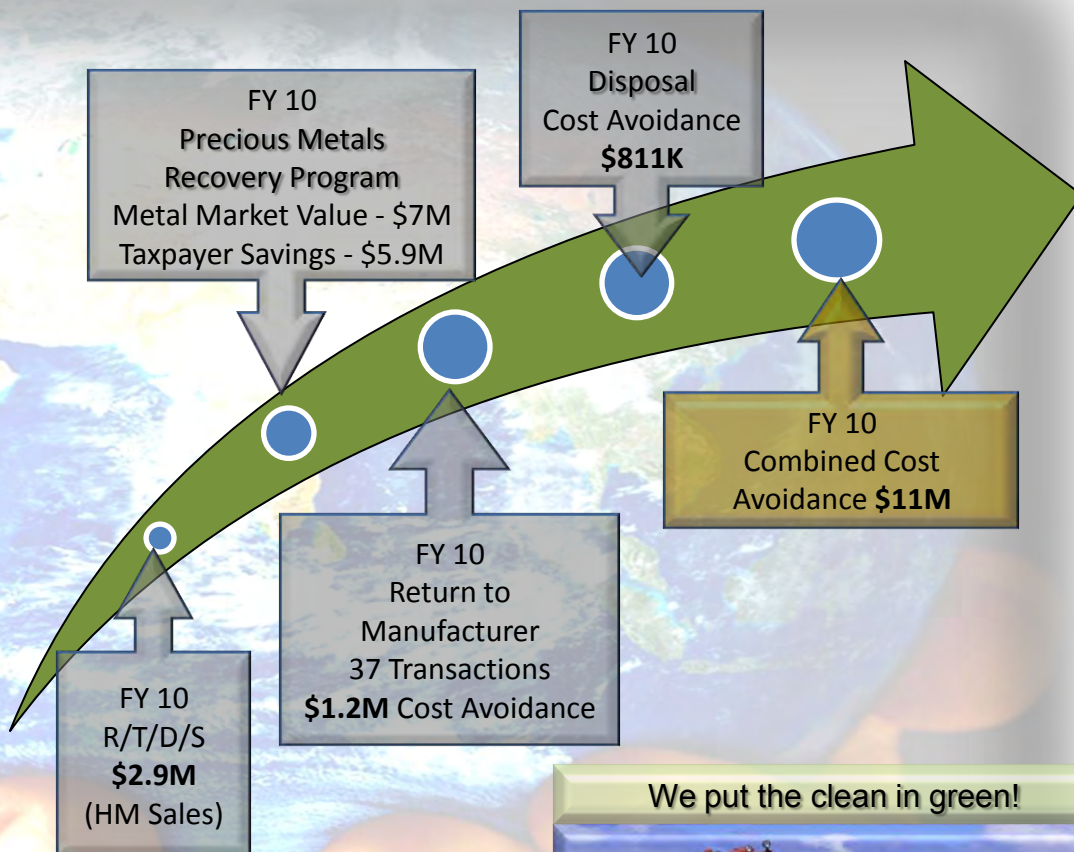




# Environmental

## Greening

- Reutilization
- Precious Metals Recovery
- Demanufacturing
- Sales
- Return to Manufacturer
- eWaste Days



We put the clean in green!





# Transportation



*The Highest Level of Security*

Teaming in removal, transportation and disposal of Hazmat property at home and around the globe

From Fairbanks to Fallujah we make “Green” easy: We Are DLA



**Transportation Costs \$33M**





# Acquisition

## 84 Hazardous Services Contracts Worldwide

- FY 10 = **\$80M**
- FY 11 = (Projected) **\$80M**

## Government Purchase Card Program

- FY 10 = **\$4.9M**
- FY 11 = **\$4.0M**

## 111 Operational Contracts Worldwide

- FY 10 = **\$38M**
- FY 11 = (Projected) **\$28M**

## Purchased Goods and Services

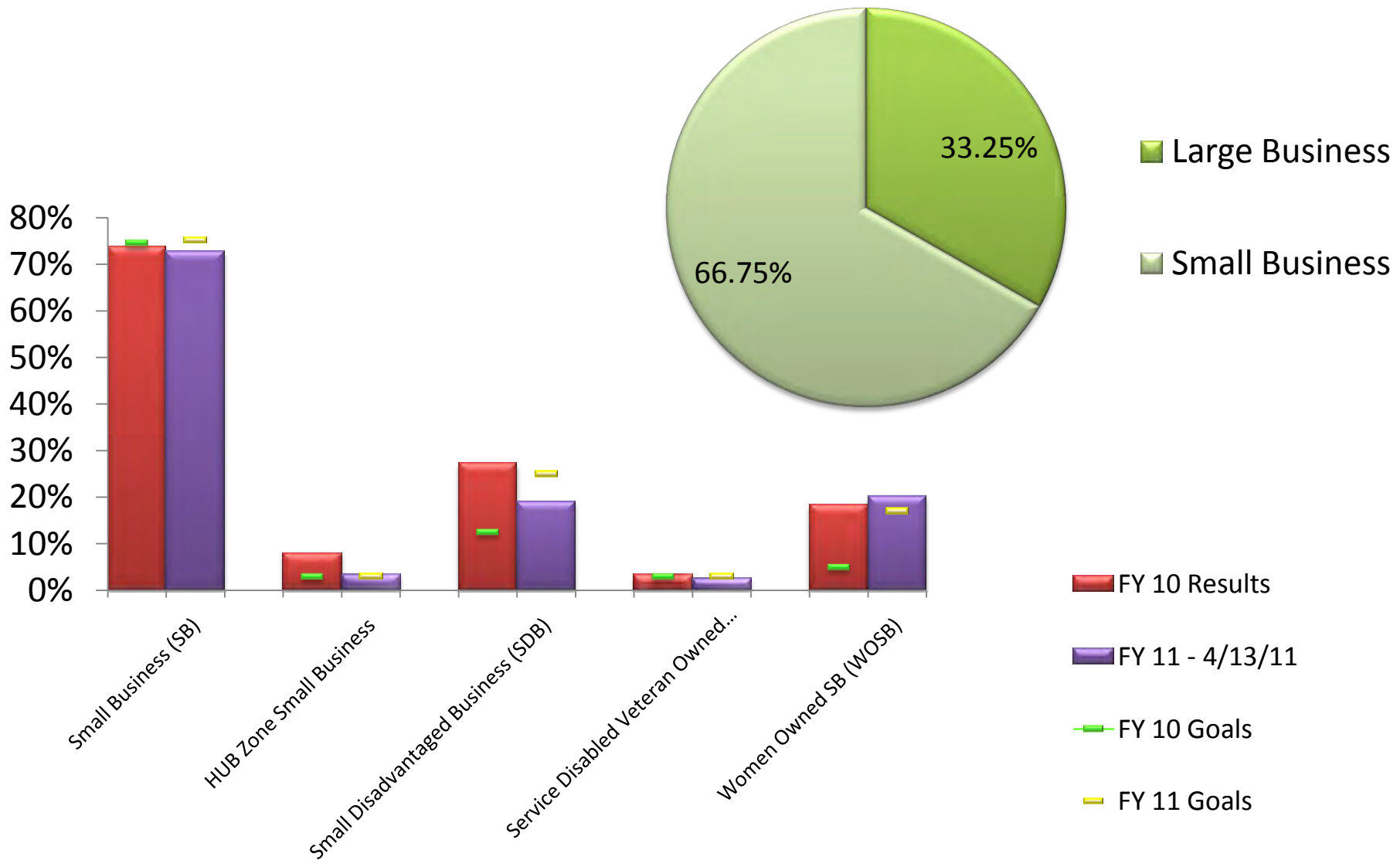
FY 10 = **\$123M**  
FY 11 = (Projected) **\$112M**

### Hazardous / Operational Contract Opportunities:

- FedBizOpps: [www.fbo.gov](http://www.fbo.gov)
- DLA Disposition Services:  
[www.dispositionservices.dla.mil](http://www.dispositionservices.dla.mil)



# Small Business





# Questions?





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT SUPPORT LOGISTICS AGENCY







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Distribution Vendor Shipping Module

Mr. Wayne Myers  
June 29 & 30, 2011



# Agenda

- Overview
- Benefits
- Features, Support and Requirements
- Data Flow
- Demo



# Overview

- Enterprise wide, web based Distribution and Transportation system
- Process destination and origin shipments for general and special requirement commodities
- Air offer processing for all eligible shipments

• 2,053 Vendors  
• 100 K Shipments per Month





# Benefits



- Standard Enterprise process
- Reduced customer wait time
- Offers data to air clearance authority
- Immediate vendor access to shipping addresses
- Due In data to ports and transshipment points
- Reduced returned/frustrated shipments
- Cost reduction, improved ITV, automated routing and freight charge calculation for origin shipments
- All carriers paid through Power Track



# Features, Support & Requirements

DD FORM 1387, JAN 90	
1. TCN W91T1H32170337XX	
14. DATE 2/01/2002	
11. WCD 299	
3. FROM AMERIS I. C. BYELICH CHEMICAL CO., INC. 500 SPRING RIDGE DRIVE READING, PA 19612	
2. POSTAGE DATA	
5. SHIP TO/POE 000101 CONSOL AND CONTAINERIZATION PT 003P NEW CUMBERLAND FACILITY BLDG 2001 CCP DOOR 135 THRU 188 NEW CUMBERLAND PA 17075010	
16. PIECES 00101 1 OF 0001	
8. PROJECT BCF	
6. TRANSIT PRIORITY 3	
7. POD P93 01WAT KUWAIT	
15. PHS CASE	
10. WTCU THIS PC 0.20 1	
4. TYPE SERVICE	
13. CHARGES	
CN: 00060046	
VRN:	
SPRT:	
CD:	
REPRINT	

## Features

- Multiple shipping locations are supported
- Web services connects warehouse system to VSM
- Shipment histories are maintained
- On line sign up/live training
- System security
  - DLA firewall
  - Secure login and passwords
- Options:
  - DD250,
  - container ID labels,
  - packing lists
  - SEAVAN processing



## Requirements

- Personal Computer
- Internet Explorer
- Laser or Thermal printer



## Support

Contact Information

Email: [Delivery@dla.mil](mailto:Delivery@dla.mil)

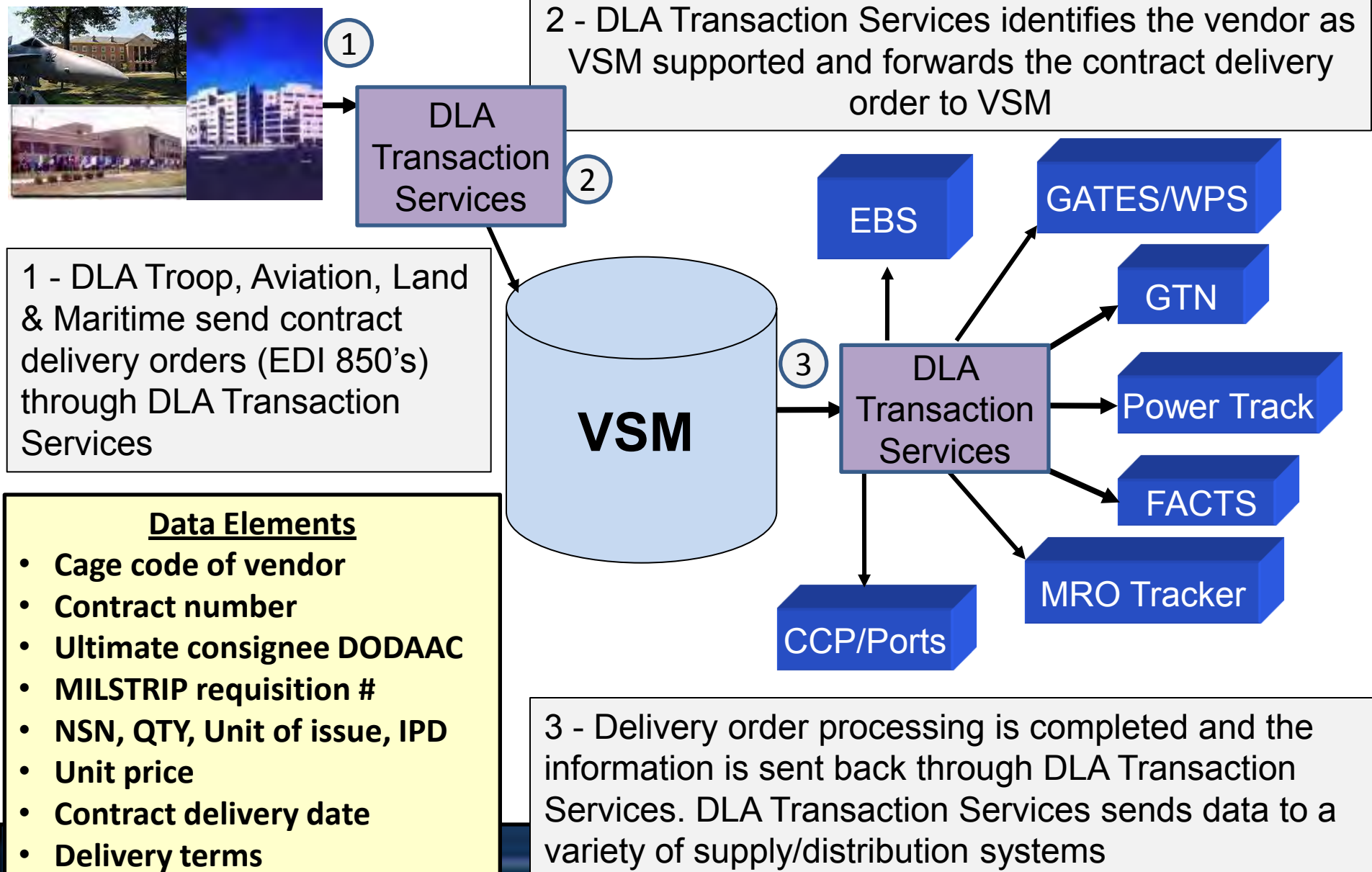
Helpdesk: 1-800-456-5507

FAX: 717-770-2701





# Data Flow





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA & Small Business Overview

Ms. Amy Sajda  
Director, DLA Office of SB Programs  
June 29, 2011



# Agenda

- DLA Mission
- Full Spectrum Global Support
- Global Supply Chains
- Small Business Points of Contact
- Other Mission Support
- Marketing to DLA





# DEFENSE LOGISTICS AGENCY (DLA)

- Created by Secretary of Defense in 1961
- Provides logistics support to the Military Services
- NOT the boss of the Military Services
- Biggest contracting opportunity presented by DLA: consumable supplies





# Mission:

## Supporting the Warfighter

**We are America's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.**





# We Are DLA

**FY04-FY10 Sales/Services:  
\$28B-\$41B**

**FY11 Projected Revenue:  
\$42.2B**

- ~84% of Services' repair parts
- Nearly 100% of Services' subsistence, fuels, medical, clothing & textile, construction & barrier materiel

## PTACs

- 93 Centers; 48 states, Guam and Puerto Rico
- How to win Gov't contracts
- <http://www.dla.mil/db/>

## Scope of Business

- 229,500 Requisitions/Day
- 11,000 Contract Lines/Day
- #51 Fortune 500
- #3 in Top 50 Distribution Warehouses
- 26 Distribution Depots
- Nearly 5 Million Items – 8 supply chains
- 22.3M Annual Receipts and Issues
- 1,960 Weapon Systems Supported
- 130.5M Barrels Fuel Sold (FY10)
- \$14B Annual Reutilizations/Disposals

## People

- 25,497 Civilians
- 555 Active Duty Military
- 757 Reserve Military
- Located in 48 States/28 Countries





# Full Spectrum Global Support

## Supply Chains

- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy
- Subsistence
- Medical
- Clothing & Textile
- Construction & Equip

## Theater Support

- DLA Europe & Africa
- DLA Pacific
- DLA Central

## Distribution

- 26 Distribution Centers
- \$98B DoD Inventory
- 52M sq ft covered storage

## Disposition Services

- Co-located with customers
- Over \$25B per year
- Reutilization & Marketing
- Reverse Logistics

## Strategic Materials

- Critical items such as titanium, cobalt, and tungsten

## Services

- Document Services
- Transaction Services
- Logistics Information Service



**USNORTHCOM**



**USEUCOM**



**USCENTCOM**



**USSOUTHCOM**



**USAFRICOM**



**USPACOM**



# Global Supply Chains

## Troop Support

- **CLI: Subsistence**
  - Food Service
  - Produce
  - Operational Rations
- **CLII: Clothing & Textile**
  - Recruit Clothing
  - Organizational Clothing & Individual Equipment
- **CLIV/VII: Construction & Equipment**
  - Facilities Maintenance
  - Equipment
  - Wood Products
  - Safety & Rescue Equipment
- **CLVIII: Medical**
  - Pharmaceutical
  - Medical/Surgical Equipment

## Aviation

- **CLIX:**
  - Engine Components, Air Frames
  - Flight Safety Equipment, Maps
  - Environmental Products

## Land and Maritime

- **CLIX: Maritime**
  - Valves, Fluid Handling
  - Electrical/Electronics
  - Motors, Packing/Gaskets
- **CLIX: Land**
  - Wheeled, Tracked & Heavy Vehicle Parts
  - Vehicle Maintenance Kits
  - Power Transmission/Engine/Suspension Components
  - Tires, Batteries and Small Arms Parts

## Energy

- **CLIII: Energy**
  - DOD Executive Agent for all Bulk Petroleum
  - Natural Gas, Coal, Electricity
  - Aerospace Energy





# Troop Support

## **SUBSISTENCE: CLASS I**

- Food Service
- Produce
- Operational Rations



## **CLOTHING & TEXTILE: CLASS II**

- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment



## **CONSTRUCTION & EQUIPMENT: CLASS IV / VII**

- Facilities Maintenance
- Equipment
- Wood Products
- Safety & Rescue Equipment



## **INITIATIVES**

- Prime Vendor Programs
- Medical Air Bridge (MAB)
- Common Food Management System (CFMS)
- Recruit Training Center Support
- Army Direct Ordering (ADO)
- Enterprise Buyers Forward
- Lumber Privatization

## **MEDICAL: CLASS VIII**

- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment





# Troop Support

**Mr. Michael McCall**

**(800) 831-1110**

**(215) 737-2321**

**[www.dscp.dla.mil/sbo](http://www.dscp.dla.mil/sbo)**

<b><u>CLOTHING &amp; TEXTILES</u></b>	<b><u>SUBSISTENCE</u></b>
- Ms. Joann Gatica	- Ms. Andrea Ingargiola
<b><u>MEDICAL</u></b>	<b><u>CONSTRUCTION/EQUIP</u></b>
- Mr. Paul Rooney	- Ms. Arlene Ruble



# Land and Maritime

## INITIATIVES

**Tires Privatization Successor**

**MRAP/M-ATV Sustainment**

**Afghan Sustainment**

**Depot Level Repairables**

**Retail Supply, Storage &  
Distribution**

**Demand Planning Improvement  
Initiatives**

**Army Reset Support**

## **LAND:**

- Wheeled, Tracked & Heavy Vehicle Parts
- Vehicle Maintenance Kits
- Power Transmission/Engine/ Suspension Components
- Tires
- Batteries
- Small Arms Parts



## **MARITIME:**

- Valves
- Fluid Handling
- Electrical/Electronics
- Motors
- Packing/Gaskets





# Land and Maritime

**Ms. Vikki Hawthorne**

**(800) 262-3272**

**(614) 692-4864**

**[http://www.dscc.dla.mil/offices/  
smbusiness/index.html](http://www.dscc.dla.mil/offices/smbusiness/index.html)**





# Aviation

## AVIATION

### INITIATIVES

**LEAN / Six Sigma**

**Depot Level Reparables**

**Supply, Storage & Distrib.**

**Customer Targeted Outcomes**

**Gases / Cylinders Privatization**

**Chemicals / POL Privatization**

**Forward Presence**

**One Pass Pricing**

- Engine Components
- Air Frames
- Flight Safety Equipment
- Aviation Lighting
- Fasteners
- Bearings
- Maps
- Environmental Products





# Aviation

**Mr. John Henley**

**(800) 227-3603**

**(804) 279-6330**

**<http://www.dscr.dla.mil/userweb/sbo/>**



# Energy

## ENERGY

### INITIATIVES

**CENTCOM AOR Support**  
**Open Market Bunker Support**  
**Bulk Terminal Ops**  
**Privatization**  
**Garrison / Base Energy**  
**Support**  
**Utilities Privatization Support**  
**Alternative Fuel and**  
**Renewable Energy**

- **DOD Executive Agent for all Bulk Petroleum**
- **Natural Gas, Coal, Electricity**
- **Aerospace Energy**





# Energy

**Ms. Joan Turrisi**

**(800) 523-2601**

**(703) 767-9465**

**<http://www.desc.dla.mil/DCM/DCMPage.asp?LinkId=pgeSmallBusiness>**



# Distribution

- Receive, Store, and Issue Globally
- In-transit Visibility
- Dedicated Delivery / Pure Pallets



**26 Distribution  
Centers  
Worldwide**





# Disposition Services

- Reutilization (to Military Services & DOD Special Programs)
- Transfer (to Federal Agencies)
- Donation (to State and Local Agencies)
- Sales of excess DoD property
- Contingency Operation Support
- Demilitarization
- Precious Metals Recovery
- Hazardous Waste Disposal

**119 Sites  
Worldwide**







# **Disposition Services**

**Ms. Sheryl L. Woods**

**(269) 961-4071**

**<http://www.drms.dla.mil>**

## **Distribution**

**Ms. Cathy Hampton**

**(717) 770-7246**

**[www.ddc.dla.mil/business.aspx](http://www.ddc.dla.mil/business.aspx)**



# DLA Contracting Support Office (DCSO)

- Supports the entire DLA Enterprise
  - IT
  - Management & Consulting Services
  - Training
  - Studies

**Ms. Rosita Carosella**  
**215-737-8514**

***NOT A SUPPLY CHAIN !***



# **Document Services**

**Ms. Susan Rapoza**  
**(717) 605-1557**

# **Strategic Materials**

**Mr. Carlos Vidro-Martinez**  
**(703) 767-6031**



# Doing Business With DLA



**THE RIGHT CUSTOMER !**



# DLA Resources

**DLA Associate Directors of SB  
- Each Procuring Activity**

**“How to Do Business With DLA”**

**<http://www.dla.mil/db/>**

**Procurement Technical Assist. Ctrs.**

**[www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)**





# Other Links / Resources

## **DOD OSBP**

**<http://www.acq.osd.mil/osbp/>**

## **DIBBS DLA-BSM Internet Bid Board System**

**<https://www.dibbs.bsm.dla.mil/>**

## **TKO (Training, Knowledge, Opportunities) Workshops**



# How DLA Finds Small Business Sources

- **Procurement History files**
- **CCR Dynamic Small Business Search**
- **Conferences**
- **Counseling**



# GETTING STARTED

- From websites, identify who buys the products or services you sell
- Talk to your local PTAC for help on researching and approaching potential buyers
- If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
- Ask about opportunities for:
  - 8(a) contracts (IF you're 8(a))
  - Set-asides: HUBZone, SDVOSB, Small Business, WOSB
  - Full and open competition
- BID



# SUMMARY

- DLA is a major supplier of consumable and reparable supplies to the Military
- We are a great potential market for small business suppliers
- WE ARE LOOKING FOR QUALITY SMALL BUSINESS SUPPLIERS

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY







# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Industrial Capabilities and Warstopper Program

Luis Villarreal

June 27 – 30, 2011



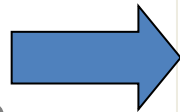
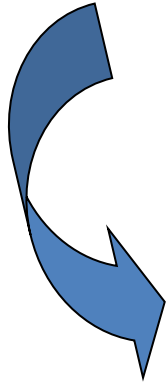
# Agenda

- Warstopper Program
  - Warstopper Overview
  - RFI/RFQ Process
- eCAP
  - eCAP Overview
  - Frequently Asked Questions
- IBex



# Warstopper Program Background

Desert Storm



## War Stoppers

Initiated by HR 102-311  
(Industrial Preparedness)

- Nerve Agent Antidotes
- Chemical Protective Overgarments
- Chemical Protective Gloves
- Meal, Ready-To-Eat
- Tray Pack Rations
- Meets Criteria of HR 102-311
- Medical Rotational Stocks
- NBC Defense

In Response DoD created Program Element 0708011S, Industrial Preparedness as provided in DoD 7045.7-H



# Warfighter Readiness Solutions

## Science & Technology

- Innovation in Products

## Title III

- Establish Capability

## War Reserve Material

- War Reserve items

## DMSMS

- Manage obsolescence

## Working Capital Fund

- DLA Procurement Solutions

## Warstopper

- Industry/Business Solutions
- Mitigate surge constraints

## Manufacturing Technology

- Lead Time Reductions
- Lean Manufacturing

## DPAS

- Establish Priority



# Warstopper Program Criteria

- Mission Essential or Critical\*
- Low peacetime demand but high wartime demand\*
- Limited shelf life\*
- Long production lead time\*
- Cost effective alternative to War Reserve Inventory\*\*

\* Congressional guidance HR 102-311

\*\* DoDI 3110.60 War Reserve Materiel Policy





# Industrial Base Preparedness

Benefit To The Industry

## How The Program Works (Government Investment):

- Provide lean six-sigma analysis to maximize vendor capacity
- Provide industrial equipment
- Stage raw material, subcomponents, raw material buffers (vendor managed inventory)
- Award industrial base maintenance contracts to maintain vital domestic industry

## Past Investment Items:



Class IX - Batteries



Medical  
Readiness



Class II  
Nomex Fiber



Operational Rations



Class IX: Specialty Steel



Nerve Agent  
Antidote  
Auto Injector



Class IV  
Bastions

## Mission:

*Government Investment needed when readiness demand is higher than the commercial industry is willing to invest.*

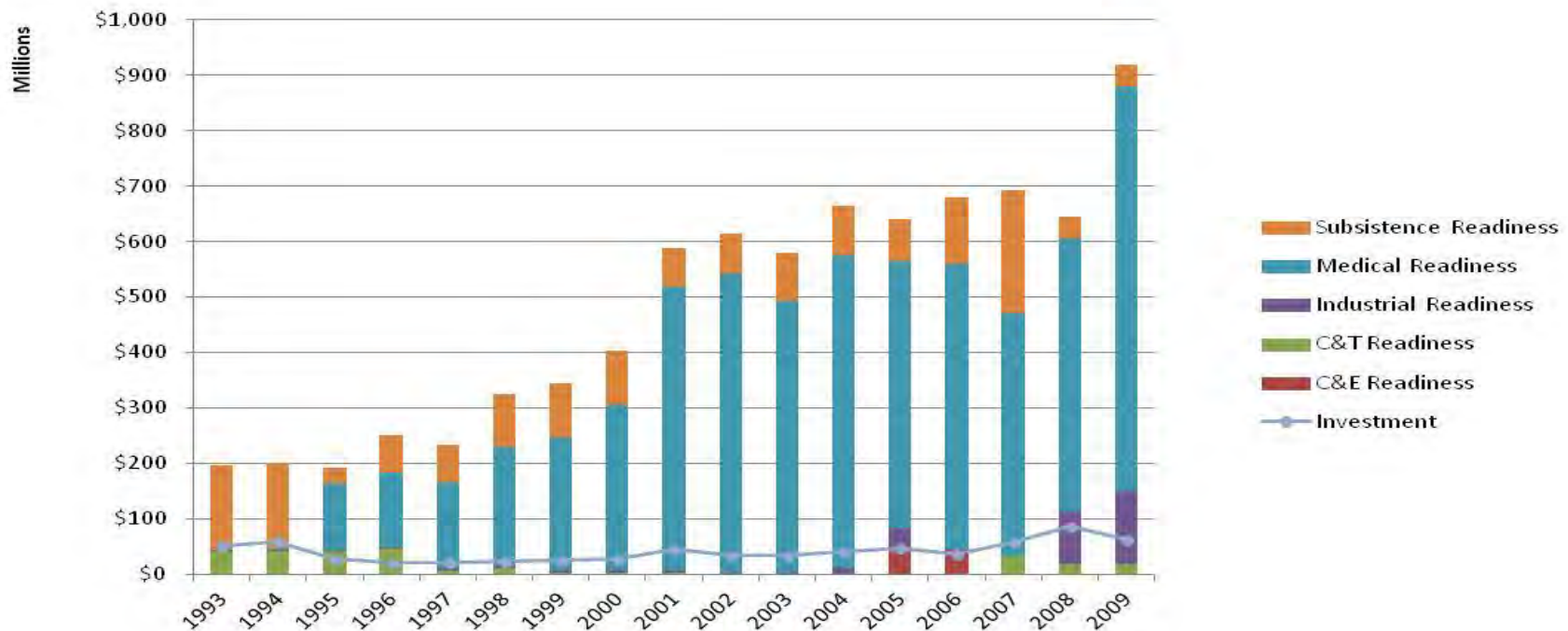




# Return on Investment

Benefit To The Tax Payer

## Equivalent War Reserve Material Offset versus Warstopper Investment



August 27, 2010 Warstopper Return on Investment Analysis

The Warstopper Program has led to cumulative inventory cost avoidance of over \$4.8B through the investment of approximately \$699M over the program's lifetime. After the costs of the investments, the total cost avoidance to DoD is over \$4.B. The resulting ROI is 6.9:1 over the program's life.



# Sample Investments

## Benefit To Warfighter



- *AM2 Matting: \$6.1M invested for long lead time extrusions that increase surge output by 85% in first 180 days.*

Marines attached to the 24th Marine Expeditionary Unit,, lay down AM2 matting while in Kandahar Province, Afghanistan.



Soldiers pull a tab to activate the UGR-E

- *Unitized Group Rations-Express: \$1.8M invested for Government-furnished equipment that increases surge output by 15% in first 180 days.*



A Marine wears a flight suit made of NOMEX®

- *Nomex® Fiber: \$1.37M invested in vendor managed buffer of Nomex fiber that increases surge output of fire retardant items by up to 54% in the first 180 days.*





# Operational Investments: Successes

Class IX Successes	Bradley Fighting Vehicle (BFV)	Reverse Osmosis Water Purification Sys	Nesatron Chamber	Cesium Lamp (IR Countermeasures)
<b>Weapon System(s)</b>				
<b>Supply Chain</b>	Land	Land	Aviation	Aviation
<b>Warstopper Investment</b>	Prepositioned long lead-time special steel	Invested in staging of critical parts at distributor (Customer Direct Contract)	Provided an additional Nesatron chamber as GFE to apply coatings to helicopter windshields	Prepositioned raw materials and key subcomponents
<b>Results of Investment</b>	Reduced PLT from 571 to 77 days; 130% increase in production	Reduced PLT to > 30-days; with initial capability to ship immediately	Doubled capacity to 120 sets per month	360-day PLT reduced to 30-days
<b>Cost (ROI)</b>	\$310K (8.4)	\$677K (2.0)	\$1.78M (3.0)	\$553K (2.2)
<b>Situation</b>	Surged 1300% above peacetime level	Manufacturing capability lost-hurricane Katrina	Significant backorders existed during OIF/OEF	Service stocks exhausted prior OIF/OEF
<b>Execution</b>	 Race-supported increased overhaul/repair production of BFV transmissions	 6 -Valve Diaphragm Assembly-kept theater ROWPUs in operation over 12-month period	 Investment accelerated the get well dates for project coded backorders	 DLA issued order to fill lamp inventory prior to start of OIF – zero wartime backorders



# Warstopper RFI/RFQ Overview

- *Offers proactive approach for identifying potential areas for Warstopper investments to address readiness concerns*
- *Gives industry an avenue to identify issues that have limited their capability to meet go-to-war requirements*
- *RFI responses will be reviewed with potential for future competitive solicitations to pursue warstopper investments*
- *Cycle will be to request feedback in one FY and if appropriate, issue solicitation and award in the following FY*





# Lean Six Sigma (LSS) Studies

## Data collection tools/ sources:

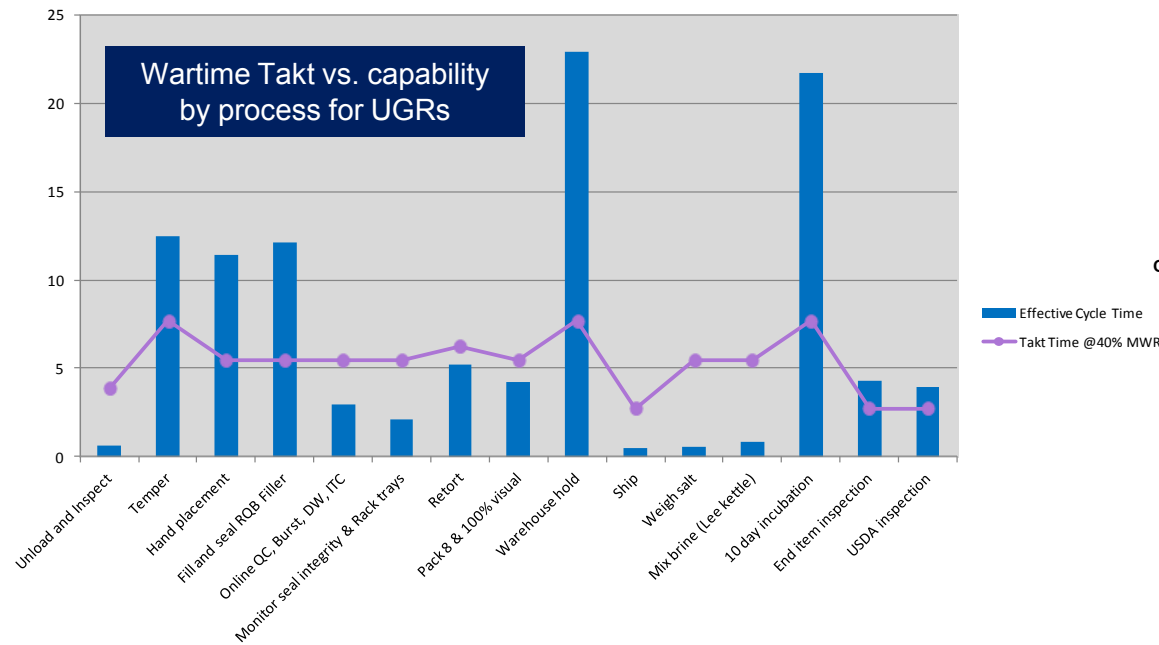
- Direct observation of specific processes
- Stakeholder interviews/ brainstorming
- SPC/ quality management system data
- Accounting data (labor costs – rework)
- Converting paper records to e-data

## Performance Metrics/ KPI:

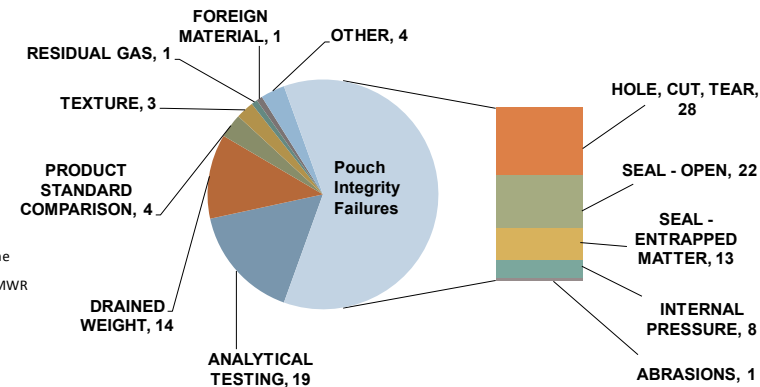
- Wartime Takt vs. capability by process
- $\sigma$  Rating
- First pass yield/ Cost of Poor Quality (COPQ)

EXAMPLE - Wornick - UGR E/H&S Pork Links (PLACE-ABLE) - 12 Jan 2009

Current Effective Cycle Time per Tray vs. Takt Time @40% MWR  
(Scenario 2: - Assumes Product Runs Avg of 28 Days /Month and 7-day Work Week)



## Preliminary analysis of USDA MRE pouch defect data



\* Per USDA Operational Rations database as of April 14, 2009.



# Supply Chain/ Manufacturing Simulations

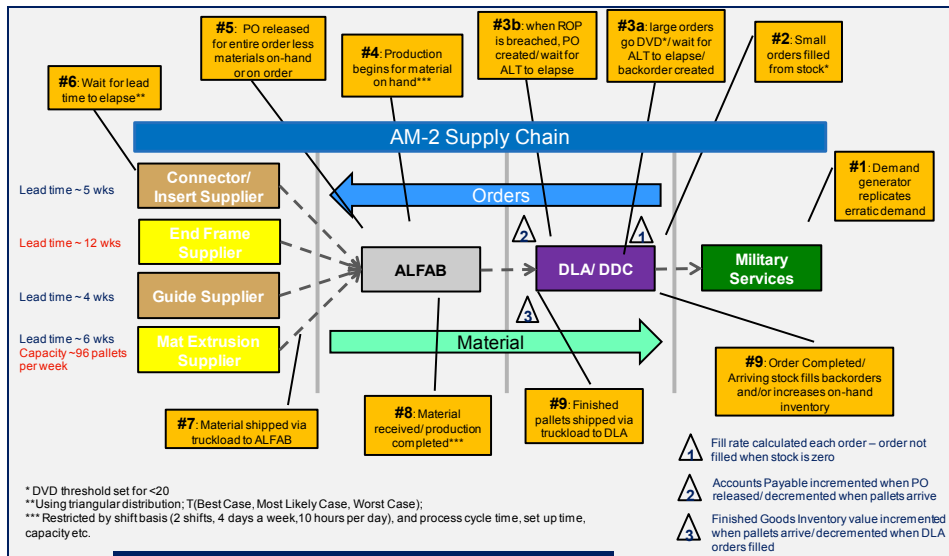
## Data collection tools/ sources:

- Tailored questionnaires
- Direct observation of specific processes
- Stakeholder interviews/ validation
- DLA requisition/supply data (DORRA/ DLA eMALL)

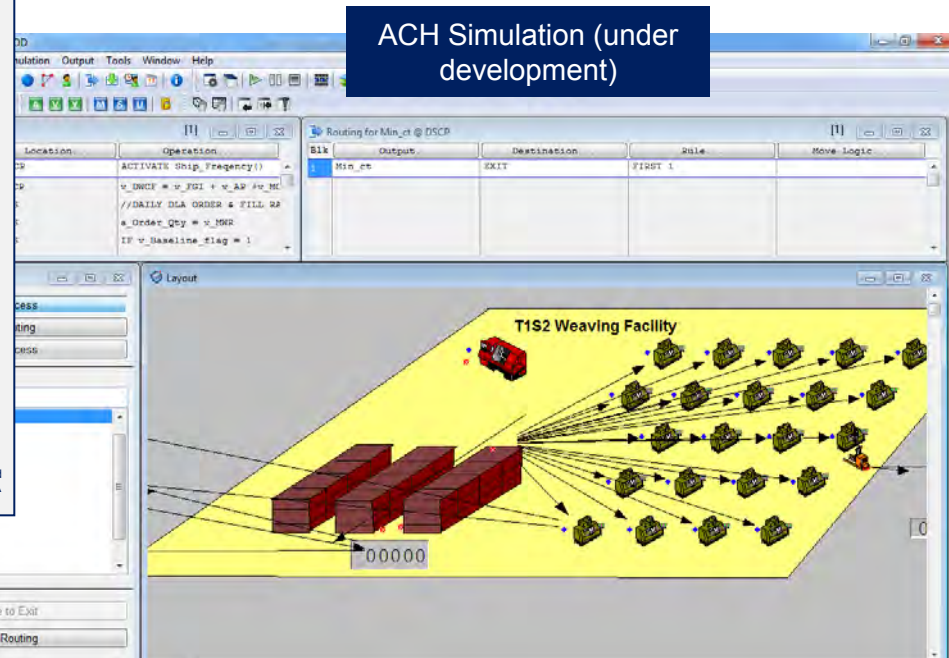
## Performance Metrics/ KPI:

- Daily wartime output
- Average PLT
- Fill rate
- Average working capital
- Average inventory
- # Delivery Orders
- Resource/ process utilization/ % Oper.

(Current & future state)



Flow chart of simulation information and material flows

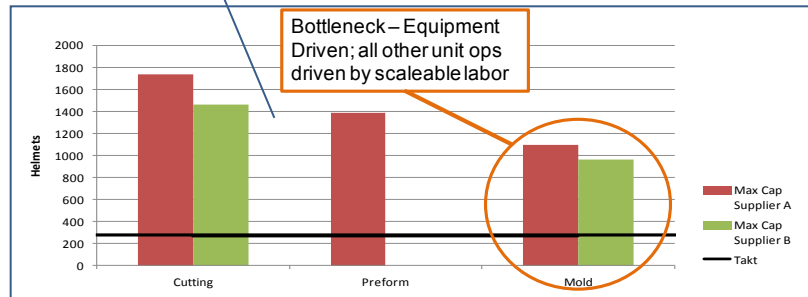




# Product Level Industrial Base Studies – Focus Areas

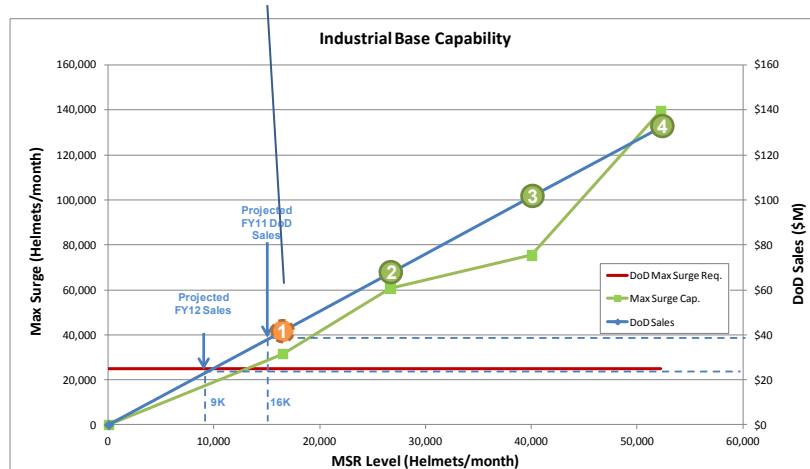
## 1 Capability Analysis

**Objective:** Measure normal/ max surge capability & assess opportunities to improve wartime readiness, e.g. pre-positioned materials/ add. capacity



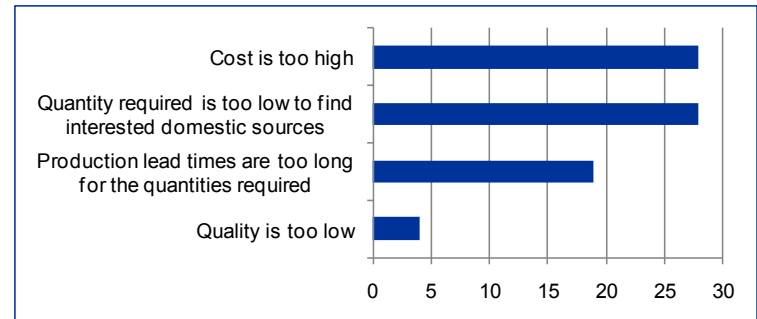
## 2 Sustaining Critical Industrial Capabilities

Identify # suppliers that can be sustained based on projected demand and resulting impact on S&S capabilities



## 3 Acquisition Policy Issues

**Objective:** TBD based on policy issue related to IB. Example: Feedback from suppliers on problems with sourcing clothing components



### Data collection tools/ sources:

- 1 Tailored questionnaires, site visits, DLA requisition/supply data
- 2 Annual financial statements, fixed/ variable cost data, capability analysis
- 3 Tailored questionnaires, supplier interviews, FAR, policy discussion documents, Federal Register Notices, DLA buy history, Trade Association websites



# Industry Sector Studies

## Data collection tools/ sources:

- Web based survey\*
- Focus group review of survey questions (e.g. SMEs/ trade associations)
- DLA buy history (DORRA) and trade association member lists to identify suppliers
- DoC Bureau of Labor Statistics (BLS)
- ITA TradeStats Express
- Census Bureau Annual Survey of Manufacturers (ASM)
- Federal Reserve Industrial Production & Capacity Utilization
- Trade association websites/ data
- U.S. International Trade Commission publications
- Previous surveys, e.g. DoC BIS
- International Trade Commission (ITC)
- Federal Procurement Data System (FPDS-NG)

## Performance Metrics/ KPI:

- TBD based on study objectives
- Response rate, e.g. 50%
- See back-up slides for sample C&T IB survey objectives

Defense Logistics Agency Clothing & Textile Indu...

**C&T IB survey screen shot**

Defense Logistics Agency  
Clothing & Textile  
Industrial Base Survey

Part I. Firm Profile

**NOTE:** Some of the questions presented in this survey request a response in relation to your firm's overall DoD business, which may include the Defense Logistics Agency (DLA), the Military Services, or any other DoD organization buying textile and apparel related items, while other questions request a response specifically for DLA.

In addition, when responding to questions about your DoD business, please consider your firm's: 1) defense related end-use items identified by purchase orders bearing a DO or DX rating and/or a contract number from the Department of Defense, or 2) if your firm is an upstream DoD supply chain partner, the orders of your customers intended for defense purposes, based on product/ material specifications or other product/ material characteristics.

Please navigate this survey using only the "Next >" and "< Back" buttons below. Should you accidentally use you browser's back arrow instead, you may need to refresh the page to restore the survey.

**1. DoD PRIME CONTRACTOR**  
Has your firm sold products directly to the Department of Defense (DoD) as a prime contractor in the last 3 years?

☐ Yes  
☐ No

Defense Logistics Agency Clothing & Textile Industrial Base Survey  
Questionnaire & mail: [Survey Support](#)

\*Some surveys with sensitive questions are better handled anonymously; In addition, survey management capabilities can help increase the response rate by sending out reminder emails to those that haven't responded. Web based surveys can also utilize skip logic to avoid irrelevant questions



# Value of Studies

## To DLA

- Deeper understanding of industrial base issues
- Identification of investment opportunities as an alternative to war reserve inventory
- Improved communications with industrial base
- Improved readiness position for critical items

## To Industry

- Funded resources to complete objective analysis (i.e. LSS or value stream mapping)
- Able to provide a deeper level of data collection than otherwise may be practical
- Potential for DLA funding to resolve a lead-time, material or equipment issue if it improves readiness position





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

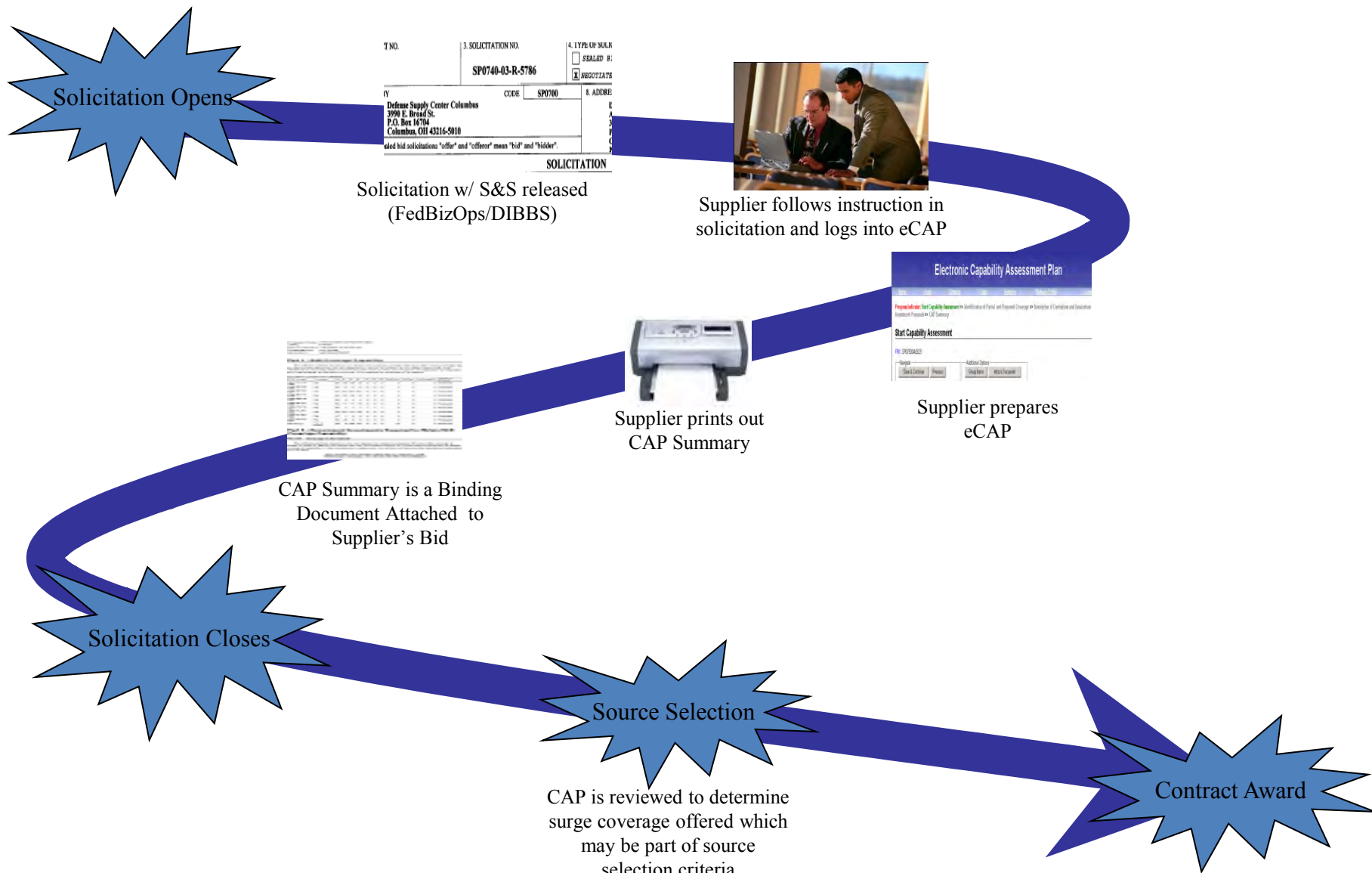


## Electronic Capability Assessment (eCAP) Plan

Aaron Craft



# eCAP as Part of LTC Process





# Introduction

- The eCAP application collects a supplier's:
  - Capability to meet the wartime Surge and Sustainment (S&S) demand, and
  - Industrial base investment opportunities.
- Suppliers self-register to use eCAP and control access to their data
- Suppliers print self-assessment and submit with bid



# eCAP - Agenda

- System Login
- Select Solicitation
- CAP Self-Assessment:
  - Capability to deliver Services' go-to-war requirements
  - Production constraints preventing requirement delivery
  - Opportunities and costs to mitigate constraints
- Self-Assessment Reporting
  - Review
  - Print
  - Submit
- FAQ

e.



# eCAP – Select Solicitation

**STARTCAP****Select Solicitation****1**

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:11:04 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:12:30 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

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**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

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7/15/2009 8:12:30 AM Home References Manage Profile Logout

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**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:12:30 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

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**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

World Wide Web Industrial Capabilities Assessment Program - Windows Internet Explorer

http://wicap.hq.dla.mil/Wicap/Cap/FindSolicitation.aspx

World Wide Web Industrial Capabilities Assessment Program

7/15/2009 8:13:10 AM Home References Manage Profile Logout

Please enter the solicitation you are responding to in the search fields in the "Find Solicitation" box.

If you have confirmed that your solicitation number is valid but can not locate the solicitation, you may use the "Request Solicitation" box to send an automated email to DLA that the solicitation is not available in the system.

**Find Solicitation**

Search By Solicitation Number

Do you know the Solicitation Number?

☒ Yes

☐ No

**Search By Buyer Code**

**Request Solicitation (Sends Email to DLA)**

Solicitation Number

SP [ ] - [ ] - R [ ]

(SP-0000-00-R-0000)

Supply/Issuing Center

I don't know

**Search Results**

Select	Solicitation	Buyer Code	Attachments
<input checked="" type="radio"/>	SP0406-05-R-0603	PAH3712	<a href="#">Attachments</a>

**Your Selected Solicitation: SP0406-05-R-0603**

Enter CAGE Number (1-10 Alpha-Numeric Characters)

12345

What would you like to do?

☒ Continue with Capability Assessment

☐ Manage Groups and Filters

**SOLICITATION, OFFER AND AWARD****2. CONTRACT NO.****3. SOLICITATION NO.****SPM7LX-08-R-0011****Prepare  
CAP**





# eCAP – Identify Capability

2

WORLD WIDE WEB INDUSTRIAL CAPABILITIES  
ASSESSMENT PROGRAM

## Start Capability Assessment

4/3/2009 12:39:15 PM

[Home](#) | [References](#) | [Manage Profile](#) | [Logoff](#)[Progress Indicator](#) [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

### Start Capability Assessment

PIIN: SP0000-00-R-9999

[Instructions](#)

Begin the process by checking the offered box of the NSNs that you are including in your proposal response. Please check the solicitation to verify surge is part of the evaluation criteria. If no offer for surge will be made, please click save and continue. If a group is provided for, then all items within the group must be fully covered.

Navigate

[Save & Continue](#)[Previous](#)

Additional Options

[Group/Filter Items](#)[Attach Document](#)

Filter by FSC:		- or - User-Defined Filter:										Reset	Save Page
Offered	NSN	MWR (UI)	Vendor Offered Quantity	Interval	Surcharge %	Provision Methods			Vendor Offered Coverage		Initiation Point For Ramp Up (days)		
<input type="checkbox"/>						Production	External Supplier	Inventory	Ramp Up Time In Days (If Needed)	End Day			
<input checked="" type="checkbox"/>	0000-00-000-0097	12 (EA)	20	30	0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	0	0			
<input checked="" type="checkbox"/>	0000-00-000-0154	500 (EA)	12	30	0	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	0	0			
<input checked="" type="checkbox"/>	0000-00-000-0368	32 (EA)	42	40	0	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	5	90	<input checked="" type="radio"/> After Contract Receipt <input type="radio"/> After Order Receipt		
<input checked="" type="checkbox"/>	5960-00-000-0023	24 (EA)	40	30	0	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	0	0			
<input checked="" type="checkbox"/>	5960-00-000-0051	65 (EA)	75	30	0	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0	0			
<input type="checkbox"/>	0000-00-000-9876	0 (EA)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	0000-00-003-4766	0 (EA)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	0000-00-004-3657	0 (EA)				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					

**Offer  
Full  
Quantity**

Yes

No

**CAP  
Report**

7

**Constraints**

3



# eCAP – Constraints

3

4/3/2009 1:27:06 PM Home | References | Manage Profile | Logout  
Progress Indicator: [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

### Partial Coverage

PIIN: SP0000-00-R-9999 [Instructions](#)

You have reached this page because the information entered on the previous screen indicates that you cannot meet the government's full requirement (either due to a smaller offered quantity, longer interval or the amount of ramp up time required). Please validate that the information in the offered row is accurate. If it is not accurate, please return to the previous screen and make the necessary changes.

Please indicate what the constraint is to meeting the required quantity and lead-time by checking at least one of the limiting factors. If there is a solution that could resolve this constraint, please indicate this by checking the "Proposed Solution" box. You will be asked to provide details about this solution and what additional coverage it would offer in a subsequent screen.

Navigate: [Save & Continue](#) [Previous](#) Additional Options: [Attach Document](#)

HSN	MWR (U)	Vendor Offered Quantity	Interval	Vendor Offered Coverage		Initiation Point For Ramp Up (days)	Limiting Factors (At least one of these factors is required)	Propose Solution
				Ramp Up Time	End Day			
0000-00-000-0154	500 (EA)	12	30	0	0	N/A	<input checked="" type="checkbox"/> Labor <input type="checkbox"/> External Supplier <input type="checkbox"/> Testing / QA <input type="checkbox"/> Plant <input type="checkbox"/> Lead Time <input type="checkbox"/> Other <input type="checkbox"/> Prod. Equip. <input checked="" type="checkbox"/> Capacity	<input checked="" type="checkbox"/>
0000-00-000-0368	32 (EA)	42	40	5	30	After Contract Receipt	<input type="checkbox"/> Labor <input type="checkbox"/> External Supplier <input type="checkbox"/> Testing / QA <input type="checkbox"/> Plant <input checked="" type="checkbox"/> Lead Time <input type="checkbox"/> Other <input type="checkbox"/> Prod. Equip. <input type="checkbox"/> Capacity	<input checked="" type="checkbox"/>

4/3/2009 1:48:13 PM Home | References | Manage Profile | Logout  
Progress Indicator: [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

Solution Available

4

### Limitations

PIIN: SP0000-00-R-9999 [Instructions](#)

You have reached this page because the information entered on the previous screen indicates that you cannot meet the government's full requirement (either due to a smaller offered quantity, longer interval or the amount of ramp up time required). Please provide more details describing your constraint.

Navigate: [Save & Continue](#) [Previous](#) Additional Options: [Attach Document](#)

Limiting Factor	Detailed Reason (required)
External Supplier Leadtime	Prepositioning critical lead time components will increase DUL's accounts available. You have 917 characters remaining.
Labor	Strike resolution. You have 982 characters remaining.
External Supplier Capacity	No longer served by DUL. You have 976 characters remaining.

Contact Webmaster | Privacy/Security | Accessibility

Proposed Solution

5

Or

CAP Report

7



# eCAP – Proposed Solution

5



## WORLD WIDE WEB INDUSTRIAL CAPABILITIES ASSESSMENT PROGRAM

9/18/2009 2:15:14 PM

[Home](#) | [References](#) | [Manage Profile](#) | [Logout](#)[Progress Indicator](#) | [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

### Proposed Coverage Management

PIN: SP0000-00-R-9999

[Instructions](#)

You have reached this page because you have indicated that there is a proposed solution. Please indicate the total offered quantity under your proposed solution. If you indicate that you require an investment to implement this solution then you will be directed to a new screen to provide that information.

Navigate  
[Save & Continue](#) [Previous](#)

Additional Options  
[Attach Document](#)

Do you have any investments for these proposed items?

☒ Yes[Reset](#) [Save Page](#)

Requirement	Basic Coverage Offered					Total Coverage With Solution					Comments
	HSN	MVR	Rampup (Days)	Offered Amount	Offered Interval	Contract End Day	Rampup (Days)	Offered Amount	Interval (Days)	Coverage End	
0000-00-000-0154	580 (EA)	0	12	30	0		0	0	30	0	120
0000-00-000-0368	57(EA)	0	42	40	90		0	32	30	0	



ABILITIES

6

[Contact Webmaster](#) | [Privacy / Security](#) | [Accessibility](#)[Progress Indicator](#) | [Start Capability Assessment](#) >> [Partial Coverage](#) >> [Limitations](#) >> [Proposed Coverage](#) >> [Investments](#) >> [Summary](#)

### Investment Management

PIN: SP0406-05-R-0603

[Instructions](#)

You have reached this page because you have proposed a solution requiring a government investment. Please indicate the number of investment years (this should not exceed the solicitation period of performance), an estimate of the required funding, and the type of investment you are proposing below.

Navigate  
[Save & Continue](#) [Previous](#)

Additional Options  
[Attach Document](#)

#### Identify Investments

Investment Years

5

Create Investment Category

-- Choose Investment Type --

-- Which Applies To --

[Create](#)

Investment Type	Applies To	Purpose	Year 1	Year 2	Year 3	Year 4	Year 5	Modify
Raw Material	One Nlm	Preposition long lead time raw material. Rotate stock as required.	\$10,000.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	<a href="#">Edit</a> <a href="#">Delete</a>

[Contact Webmaster](#) | [Privacy / Security](#) | [Accessibility](#)

Internet | Protected Mode: On

100%

**CAP  
Report**



# eCAP – Self-Assessment Report

7

## CAP Summary

Company Name: BearingPoint  
CAGE: 54321  
Date Completed: 3/18/2009  
Completed by: Joe Vendor  
Solicitation Number: SP000000R9999  
(Formerly PIIN)



### Part 1 - S&S Coverage Capability

Additional quantities of an item that must be shipped to DLA for each 30-day period, assuming you receive the order up to the full quantity at the beginning of each period.

NSN/GROUP	MWR	UI	Offered Amount	Offered Interval	Ramp Up Time In Days (If Needed)	End Days	Initiation Point For Ramp Up (days)	Surcharge	Provision Methods	Limitations
0000-00-000-0097	12	EA	20	30	0	0	N/A	0	External Supplier	
5960-00-000-0023	24	EA	40	30	0	0	N/A	0	External Supplier, Inventory	
5960-00-000-0051	65	EA	75	30	0	0	N/A	0	Production	
0000-00-000-0154	500	EA	12	30	0	0	N/A	0	Inventory	Labor, Capacity
0000-00-000-0368	32	EA	42	40	5	90	After Contract Receipt	0	Production, External Supplier	Leadtime

### Part 2 - Description of Constraints

The Offeror certifies that the constraint is factual.

Category	Constraint Description
External Supplier Leadtime	Prepositioning critical lead time components will increase DBT's amounts available
Labor	Strike resolution
External Supplier Capacity	No longer served by DHL

### Part 3 - Proposed Solutions & Government Investments Required to Obtain S&S Coverage Capability

#### Part 3.1 - Coverage to be Gained

The Offeror certifies that they cannot deliver the stated quantities according to the surge delivery schedule without implementing the proposed solution. The Offeror also certifies that the solution offered is the most efficient method to resolve the S&S capability shortfall. If a government investment is required it is indicated in Section 3.2.

Numbers reflect data after the Proposed Solution is implemented.

NSN/GROUP	MWR	UI	Amount	Interval	Rampup Time	End Days	Safety Stock	Comments
0000-00-000-0154	500	EA	0	30	0	0	120	
0000-00-000-0368	32	EA	32	30	0	0	0	

#### Part 3.2 - Funding Requirement to Obtain S&S Coverage

Costs applicable to coverage gained on items in Part 3.1.

##### Investment Cost Details

Cost	Purpose	Applies To	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Long-Lead-Time Components	Self-Resupply	One Year	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

### Part 4 - Group Items Detail

Here is a [break down](#) of which items are incorporated into the groups mentioned above.

Group Name	NIIN(s)
group 1	

### Part 5 - Uploaded Files

There are no Uploads for this Cap

**Shortfall  
(Warstopper)**

- Review
- Edit
- Print
- Submit with Offer



# eCAP - FAQ

Q: How do I get an account to access eCAP?

A: WICAP allows users to create their own accounts. Simply access the WICAP website, click the “New User Registration” link under the log in area and enter the requested data.

- The first user to register under a CAGE code is the CAGE Administrator. The CAGE administrator is responsible for making all new accounts for their CAGE code.

Q: I forgot my password, how do I get a new one?

A: WICAP users are able to request a new password right from the WICAP website. Simply access the WICAP website, click the “Forgot Password?” link under the log in area and enter the requested data. You will need your username and email address in order to request a new password. If you do not have these pieces of information contact WICAP Support.





# eCAP - FAQ

Q: How should “offered quantity” be stated?

A: Only state what you can do. Surge sourcing is built into eProcurement so expect surge orders.

Q: Is the offered surge quantity in addition to the peacetime delivery requirement?

A: Yes.

A: How do distributors select a provisioning method?

Q: It depends on whether they will deliver from distributor inventory or from external supplier.

A: Am I required to establish inventory?

Q: No the Government is not specifying what you should do to meet the offered requirement. You should determine the method. Distributors should work with their sub-tier suppliers to obtain support agreements and/or to identify industrial solutions.

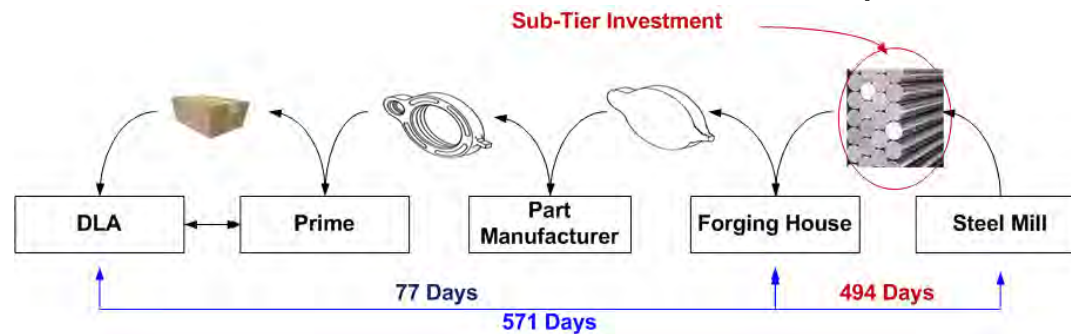


# eCAP - FAQ

Q: If I need support for a sub tier supplier, should I include them in the solution investments required?

A: Yes, if the best value solution is to make an investment at the sub-tier level.  
No, if the best solution is to stock the finished sub-component item.

Example:



Q: How can I get more assistance?

A: An introduction to eCAP can be found on the WICAP website. Access WICAP and click the, "eCAP Walk-Through Document" link. If you need further technical assistance please contact WICAP Support using the Contact Webmaster (link available at the bottom of each WICAP webpage).



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## **IBEX**

### **Industrial Base Extension Program**

Joan Lutz



# Industrial Base Extension Program (IBEX) Introduction

- Logistics readiness planning (sourcing) tool utilizing data from global logistic providers.
- Provides OCONUS sourcing information to government and military planners for manufacturing, logistics, storage and transportation.



# Example of IBEX Successes

- Support to Haiti in response to Earthquake
- Sourcing of PM Steel for IRAQ
- Water support for Tsunami relief
- Kosher/Halal for Pakistan Earthquake
- OCONUS Steel Production for MRAP
- Cold Storage Containers for SWA
- Medical IV Bags sourced in Korea
- Transportation in the Philippines





# IBEX - Agenda

- System Login – Via IBMS-SPIDERS
- Macro information for Global Support
  - Add Support Area
  - View Capabilities in Area
- Vendor Profiles
- Other Tools
  - Reports
  - Alerts
  - Collaboration



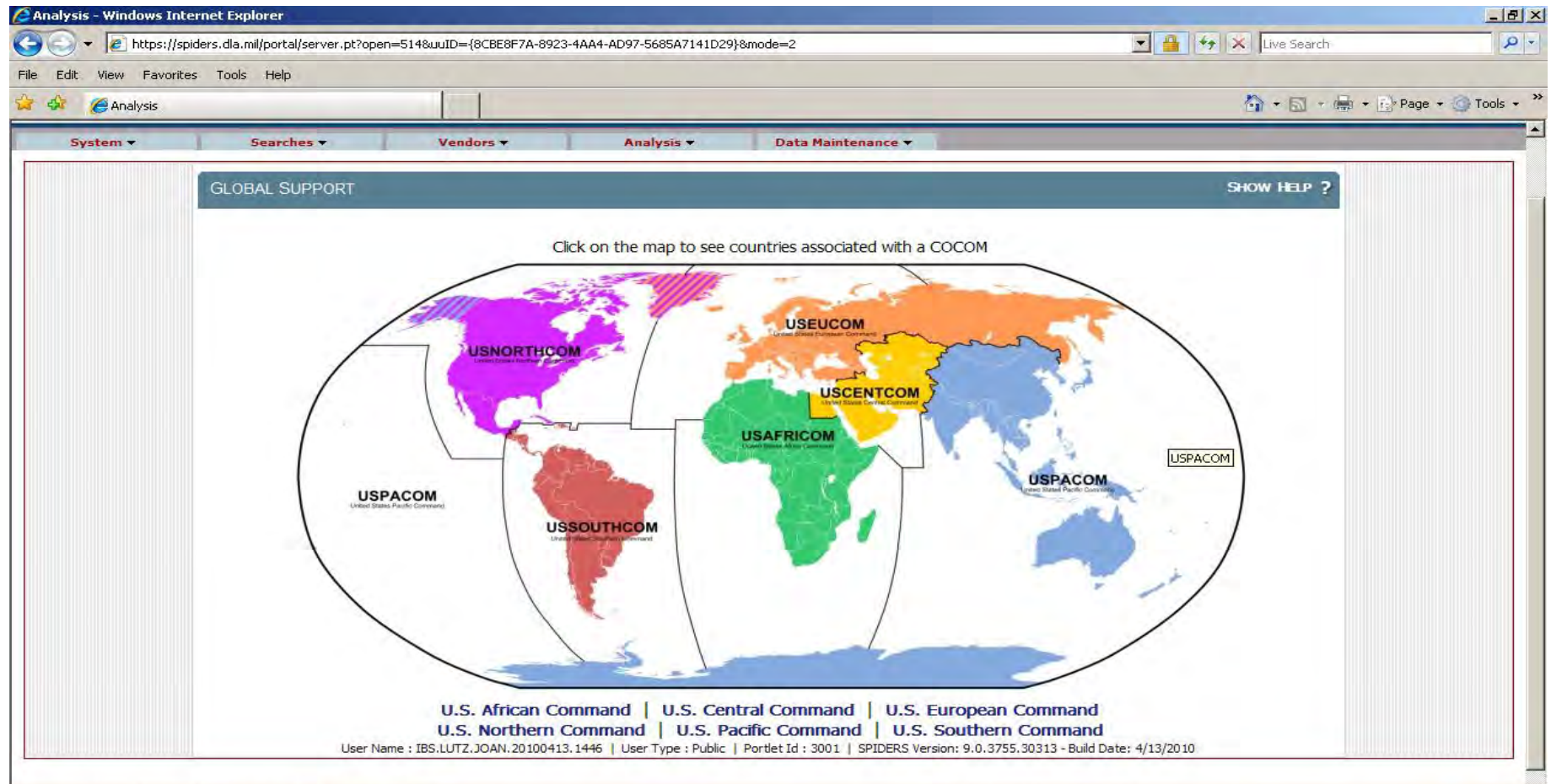
# Access IBEX via SPIDERS System

- IBMS-SPIDERS is a secure web application that requires vendor users to be PKI compliant





# MACRO Information Supports Unified Combatant Commands



**Objective:** To maintain industrial base vigilance over OCONUS assets which can be utilized during a contingency or national emergency





# Vendor Profiles

- Secure contact information used by IBEX Program Manger

Vendors - Windows Internet Explorer

https://spiders.dla.mil/portal/server.pt?open=514&uid={C798969C-7D83-4B89-B934-8BFC6A869C9}&mode=2

File Edit View Favorites Tools Help

Vendors

**SPIDERS**

System Searches Vendors Analysis Data Maintenance

COMPANY POINTS OF CONTACT

MAIN MENU

Company Profile  
**Company POCs**

Change CAGE Code

RECENTLY USED CAGE CODES

VEN08 - DEMO IBEX VENDOR  
KC387 - ES-KO UK LTD  
DB096 - THEODOR WILLE INTERA  
VEN09 - TRAINING IBEX VENDOR

User Name : IBS.LUTZ.JOAN.20100413.1446 | User Type : Analyst | Portlet Id : 4001 | SP

COMPANY POINTS OF CONTACT

DEMO IBEX VENDOR ( VEN08 )

First Name: Carmen  
Last Name: Viola  
Title:  
Phone: 123-456-7890 \*  
Fax:  
Email: carmen@ibex.com  
Primary POC: ☒  
Created By: Nicholas Papanickolas  
Last Modified by: Nicholas Papanickolas

Vendors - Windows Internet Explorer

https://spiders.dla.mil/portal/server.pt?open=514&uid={C798969C-7D83-4B89-B934-8BFC6A869C9}&mode=2

File Edit View Favorites Tools Help

Vendors

**SPIDERS**

USER PROFILE LOG OFF RESOURCES HELP

FOR OFFICIAL USE ONLY

System Searches Vendors Analysis Data Maintenance

COMPANY PROFILE EDIT

MAIN MENU

Company Profile  
**Company POCs**

Change CAGE Code

RECENTLY USED CAGE CODES

VEN08 - DEMO IBEX VENDOR  
KC387 - ES-KO UK LTD  
DB096 - THEODOR WILLE INTERA  
VEN09 - TRAINING IBEX VENDOR

General Info Experience Government Use

Save Cancel

ADDRESS

Line 1: 55 Walkers Brook Drive \*  
Line 2:  
City: Reading \*  
Country: UNITED STATES \*  
State: Massachusetts \*  
ZIP Code: 01867

STANDARD COMPANY INFORMATION

Information Provider: ☐  
DUNS Number: 987654  
NAICS Code: 123456  
Ownership Status: Publicly Traded  
Facility Size (sq. ft.): 52000  
Number of Employees: 500  
Parent Company Name: Northrop Grumman IT  
Parent Company CAGE Code: 00000



# Other Tools/Utilities

- Vendor Reports
- Vendor Alerts
- Collaboration

The screenshot shows the 'Dave's Project Hauli' web application running in a Windows Internet Explorer browser. The browser address bar shows the URL: [https://parker.it-protect.com/portal/server.pt/gateway/PTARGS\\_0\\_205\\_212\\_201\\_295\\_43/http%38/angstrom.it-protect.com%3811930/collab/do/project/overview/projID=140#](https://parker.it-protect.com/portal/server.pt/gateway/PTARGS_0_205_212_201_295_43/http%38/angstrom.it-protect.com%3811930/collab/do/project/overview/projID=140#). The application has a blue header with navigation tabs: Overview, Calendar, Tasks, Documents, and Discussions. Below the header, there's a 'Project Search' field and a 'Choose Project' dropdown. The main content area displays 'Dave's Project Hauli' with a description: 'Resources need to be located from IBex vendors.' and a status of 50%. It also lists 'Project Members' including 'Administrators Group', 'SPIDERS\S01\_ANALYST (SPIDERS\S01\_ANALYST)', and 'SPIDERS\SPIDERSPORTALADMIN (SPIDERS\SPIDERSPORTALADMIN)'. On the right side, there are sections for 'Updated Documents' (showing 'Solomon Islands-Red Cross Center.xls'), 'Recent Messages' (with a message about materials needed for natural disaster relief), 'Overdue Tasks' (no tasks to display), and 'Upcoming Tasks' (no tasks to display).

The screenshot shows the 'Vendor Data Alerts' web application interface. The top navigation bar includes 'Vendors', 'Analysis', and 'Data Maintenance'. The main content area is titled 'VENDOR DATA ALERTS' and features a 'MAIN MENU' with options like 'Vendor Prod. (Class I)', 'Production Info', 'KMC Requests', 'Materials Required By Others', 'Company Profile', 'Company POCs', 'Attachments', and 'Alerts'. The 'Alerts' section is currently selected, displaying a table of alerts for 'DEMO CONUS VENDOR ( VEN01 )'. The table has columns for 'Category' and 'Alert'. The alerts listed are: 'Company Profile' (Company Profile needs to be updated), 'Vendor Attachments' (One or more attachments will be out of date within 30 days.), 'Vendor Attachments' (Outdated attachments found.), and 'Subsistence Vendor Production' (Information not entered yet for production group.). Below the table, it states 'Item(s) found: 4'. On the left, there's a 'RECENTLY USED CAGE CODES' section listing: VEN01 - DEMO CONUS VENDOR, 9Y162 - THE WORNICK COMPANY, 0DV50 - AMERIQUAL GROUP LLC, 9Y595 - AC FABRICATED PRODUC, and VEN08 - DEMO IBEX VENDOR. At the bottom, the user information is displayed: 'User Name : IBS.HAMMOND.DAVID.20100412.1558 | User Type : Analyst | Portlet Id : 4014 | SPIDERS Version: 9.0.3755.30313 - Build Date: 4/13/2010'.



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## **DOD EMAIL 2011 DLA Industry Conference**

Ms. Shelia Rayburn  
June 2011



# Agenda

- Mission Statement
- Facts
- FY11 Sales
- Features
- How DOD EMALL Supports the Warfighter
- How to Become a Supplier
- Benefits
- Catalog Data Quality
- Contact Information



# Mission Statement

To provide the Department of Defense (DOD), federal, state, and local agency customer's a world class ecommerce, enterprise wide, web-based solution for one-stop shopping, searching, ordering and shipment status.



# Facts

- Small Business Friendly
  - Over 1,400 commercial vendor catalogs hosted on DOD EMALL
    - Over 1,000 of those are Small Business Administration (SBA) designated
- DOD EMALL Users
  - 1,500,000 hits to the site a week
  - Users are DOD (Services, National Guard, Reserves, Federal, State, and local agencies)





# Facts (cont.)

- Customers
  - 34,114 active users (15,039 orderers)
    - Communications with customers via
      - Website messages, email
    - Training offered for customers
      - PowerPoint tutorials on the website, DLA site training, PMO site training, CD



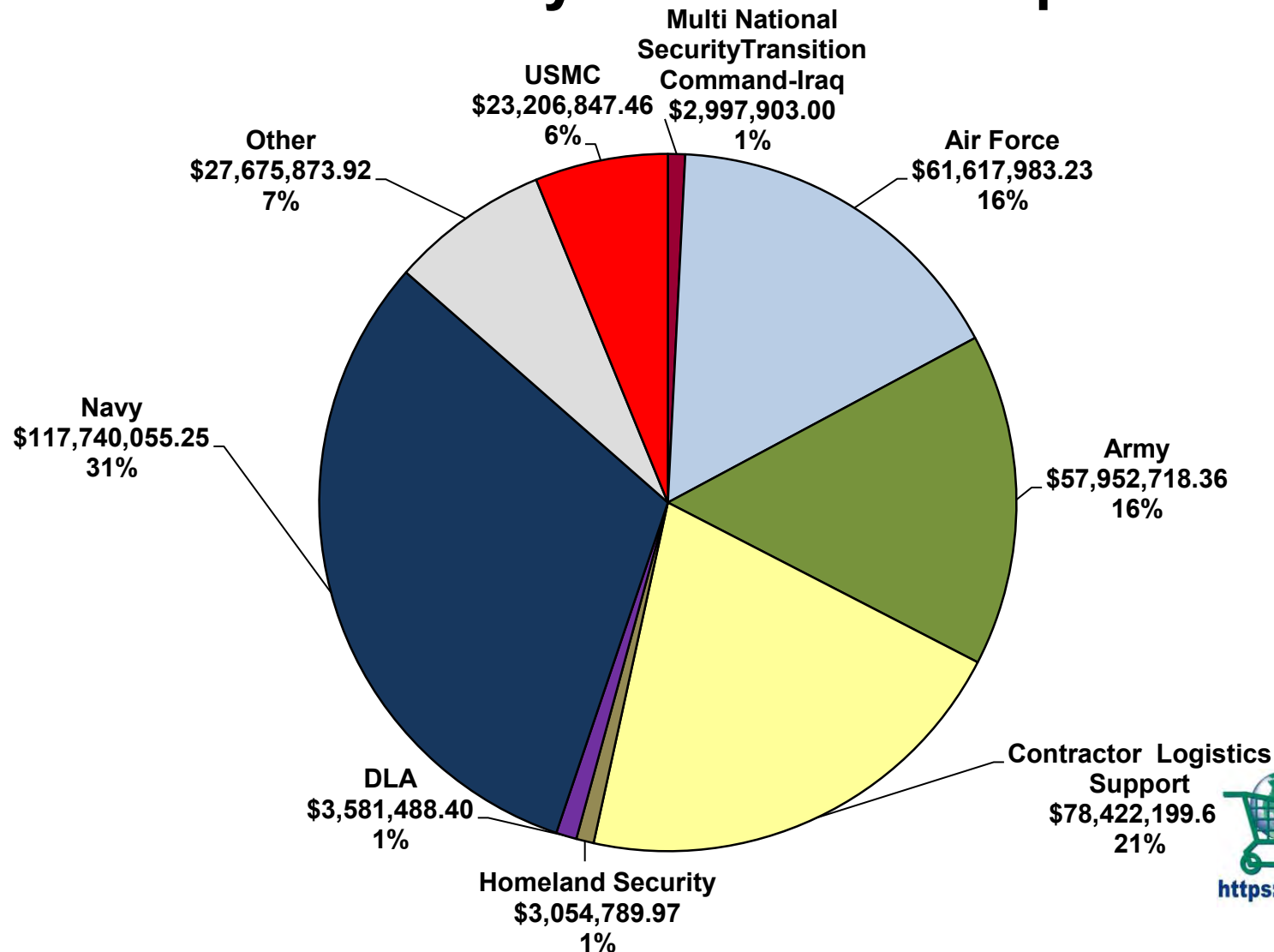
# Facts (cont.)

- Content
  - 39M+ items
    - 5M+ Defense Logistics Agency (DLA) / General Services Administration (GSA), National Stock Numbers (NSN)
    - 34M+ commercial items (includes Long Term Agreements (LTA))
      - 441K+ “Green” items
    - Item totals come from over 1,400 commercial vendor catalogs



# Facts (cont.)

## FY 2011 Sales by Service as of April 2011





# Features

- Provides the most robust internet ordering solution offered to the federal government today
- The DOD EMALL solution set includes:
  - Broadest possible range of supplies and services from Defense Logistics Agency (DLA) and General Services Administration (GSA) sources
  - Supports contracts from all services
  - Advanced search capabilities
  - Specialty stores
  - Detailed item descriptions
  - Payment/Shipping options
  - 24/7 Help Desk 1-877-DLA-CALL





# How We Support the Warfighter

## ➤ YouTube - DOD EMAIL







# How to Become a Supplier

- Obtain a government contract. Consult your local Procurement Technical Assistance Center (PTAC) at: <http://www.dla.mil/db/procurem.htm> to learn about contracting opportunities and how to register with Central Contracting Registration (CCR)
- Once a government contract is obtained, vendors may send an email to [email.vendors@dlamail.mil](mailto:email.vendors@dlamail.mil) and provide company name, contract number, Cage Code, DUNS # and Point of Contact (POC) data that includes a phone number and email address
- You will then be assigned a Supplier Account Manager (SAM) to provide you with further guidance



# How to Become a Supplier (cont.)

- Your SAM will send out the following information:
  - Supplier Worksheet
    - A one page form asking for basic information about the company
  - Information on how to receive your orders
    - The SAM will send information on the various ways a company can be set up to receive orders
      - Pretty Good Privacy (PGP), Electronic Data Interface (EDI), Commerce eXtensible Markup Language (cXML)



# How to Become a Supplier (cont.)

- Catalog template
  - An Excel document created for suppliers to list the items they intend to sell on DOD EMALL
    - Contains nine mandatory data elements for suppliers to complete
      - Vendor Part Number - internal reference number, can be the same as Other Equivalent Manufacturers (OEM) part number
      - Product Name - clear unabbreviated item name
      - Product Description - detailed information about the product
      - Price – Free on Board (FOB) destination
      - Unit of Issue - DLA standard unit of issue codes
      - Quantity Per Unit of Issue - items per unit of issue
      - Manufacturer name
      - Manufacturer part number
      - Days After Receipt of Order (ARO)



# How to Become a Supplier (cont.)



EMS Safety Services, Inc.

1046 Calle Recodo, Ste K

San Clemente, CA 92673

Phone: (800) 215-9555

Fax: (949) 388-2776

**EMS Safety Services** providing quality CPR, First Aid, and AED Certification Programs for over 15 years. Our goal is to earn your confidence in the quality of our safety training and first aid products, and keep you as a delighted Customer. Think of us as your one-stop resource for emergency response training and products:

- OSHA-Compliant Training Programs:
  - CPR
  - AED
  - First Aid
  - Bloodborne Pathogens
  - Oxygen Administration
  - Professional Rescuer

With EMS Safety, you don't sacrifice quality for value.

<http://shop.emssafetyservices.com/>

EMS Safety Services, Inc.

1046 Calle Recodo, Ste K

San Clemente, CA 92673

Phone: (800) 215-9555

Fax: (949) 388-2776

Contract #: GS02F0122S

Cage: 3HZ25

DUNS #: 878854504

<http://shop.emssafetyservices.com/>



# Benefits

- Government wide visibility of company and products
- DOD EMALL logo can be used to promote the business
- Benefits small, large, minority owned, veteran and woman owned businesses
- Multiple payment options
  - Government Purchase Card (GPC)
  - Military Standard Requisitioning & Issue Procedures (MILSTRIP) and Federal Standard Requisitioning & Issue Procedures (FEDSTRIP)
  - Corporate credit cards for government contractors.





# Benefits (cont.)

- AbilityOne, SBA, and “green” products identified or highlighted
- Quick and easy search by
  - National Stock Number (NSN)
  - Products name
  - Catalog or manufacturer part number
  - Keyword
  - Product characteristics



# Catalog Data Quality

- What does data quality mean to customers
  - Customer expectations are difficult to control and impossible to turn off.
  - Avoid misunderstandings
  - Avoid misrepresentation
  - Avoid frustration
  - Avoid lost customer loyalty
  - Avoid costly returns
- What does data quality mean to you
  - Customer satisfaction
  - Customer loyalty
  - Avoid costly returns
  - Greatest positive impact to your profits



# Catalog Data Quality (Poor)

**Item Detail**

**Current Cart Controls**  
**Add Qty to cart:**  
 **Add**

**Media / Specs / Resources**  
[View Similar Items](#)

**Standard Attributes**

<b>Product Name</b>	TONER,TNR CTG,BK		
<b>Item Description</b>	UNV0035 TONER,TNR CTG,BK		
<b>Item Expanded Description</b>	UNV0035 TONER,TNR CTG,BK		
<b>Price</b>	0.0-Infinity		\$47.00
<b>Unit of Issue</b>	EA		
<b>Quantity Per Unit of Issue (QUP)</b>	1		
<b>Supplier</b>	<a href="#">Able Inc.</a>		
<b>National Stock Number (NSN)</b>			
<b>Catalog Number/CLIN</b>	UNV0035		
<b>Manufacturer</b>	UNVSL		
<b>Mfr. Part Number</b>	UNV0035		



# Catalog Data Quality (Preferred)

**Item Detail**



**Current Cart Controls**  
**Add Qty to cart:**  
 **Add**

**Media / Specs / Resources**  
[ABFTC1182 BOOK,RECEIPT,MONEY/RENT](#)  
[View Similar Items](#)

**Standard Attributes**

<b>Product Name</b>	ABFTC1182 BOOK,RECEIPT,MONEY/RENT
<b>Item Description</b>	ABFTC1182 ** Consecutively numbered spiral receipt books let you record all transactions. Convenient check boxes create space to indicate purpose of payment. Duplicates: white and canary. Triplicates: white, canary and pink., Rent Receipt Book,Bound,Trip,2-3/4"x7-5/8",100-Sheet,Black, Rent Receipt;Bound;Trip;2-3/4"x7-5/8";100-Sht;BK 306647 162354 P3TC1182 306647,Adams Business Forms,Forms,Receipt Forms,Books,Spiral,Consecutively Numbered,Wirebound
<b>Item Expanded Description</b>	ABFTC1182 ** Consecutively numbered spiral receipt books let you record all transactions. Convenient check boxes create space to indicate purpose of payment. Duplicates: white and canary. Triplicates: white, canary and pink., Rent Receipt Book,Bound,Trip,2-3/4"x7-5/8",100-Sheet,Black, Rent Receipt;Bound;Trip;2-3/4"x7-5/8";100-Sht;BK 306647 162354 P3TC1182 306647,Adams Business Forms,Forms,Receipt Forms,Books,Spiral,Consecutively Numbered,Wirebound
<b>Price</b>	0.0-Infinity \$5.93
<b>Unit of Issue</b>	EA
<b>Quantity Per Unit of Issue (QUP)</b>	1
<b>Supplier</b>	<a href="#">Metro Office Products</a>
<b>National Stock Number (NSN)</b>	
<b>Catalog Number/CLIN</b>	ABFTC1182
<b>Manufacturer</b>	CARDINAL BRANDS INC
<b>Mfr. Part Number</b>	ABFTC1182
<b>Contract Number</b>	W911SE04A0022
<b>Days ARO</b>	1



# Contact Information

- **DOD EMALL customer service**
  - **1-877-352-2255**
- **Outside continental U.S.**
  - **1-269-961-7766/DSN 661-7766**
- **E-mail**
  - **email.vendors@dla.mil**



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



# Defense Contract Audit Agency

## DLA Enterprise Supplier Conference and Exhibition

June 29, 2011

*Protecting the Taxpayer*



Patrick Fitzgerald  
Director, Defense Contract Audit Agency

*Supporting the Warfighter*





# AGENDA

- Role and Priorities
- Current Initiatives
- Contracting Officer's Role
- Contractor Role
- Way Ahead



# DCAA Mission Statement

The DCAA, while serving the public interest as its primary customer, shall perform all necessary contract audits for the Department of Defense and provide accounting and financial advisory services regarding contracts and subcontracts to all DoD components responsible for procurement and contract administration. These services shall be provided in connection with negotiation, administration, and settlement of contracts and subcontracts to ensure taxpayer dollars are spent on fair and reasonable contract prices. DCAA shall provide contract audit services to other Federal agencies, as appropriate.





# DCAA FY 2010 Audit Results

## Contributing to Reducing Contract Costs

<b>Audit Area</b>	<b>Number of Audits</b>	<b>Dollars Audited (in Billions)</b>	<b>Exception Dollars (in Billions)</b>
1. Incurred Cost	6,217	\$ 34.20	\$ 0.1
2. Forward Pricing	5,689	\$ 185.10	\$ 12.3
3. Special & Other	6,035	\$ 12.20	\$ 1.3
Total	17,941	\$ 231.50	\$ 13.7

- 1. Incurred Cost.** Includes audits of historical costs, internal control systems, and final contract closings.
- 2. Forward Pricing.** Includes audits of price proposals, estimating systems, and forward pricing rate agreements.
- 3. Special & Other Audits.** Includes audits of terminations proposals, other claims, progress payments, financial capability, earned value management systems, Cost Accounting Standards, Operations audits, and Truth-in-Negotiations (Defective Pricing).





# Agency Priorities

- Strengthening DCAA's Talented Workforce
- Delivering High Quality Services and Products
- Requirements/Workload and Resources
- Supporting Overseas Contingency Operations
- Improve Communications and Working Relationships with Stakeholders





# Current Issues/Actions

## Deliver High Quality Services and Products

- Issued extensive changes to audit guidance, procedures and processes to ensure sufficient testing based on risk
- Agency-wide Audit Training Initiative
- Authorized additional management/supervisory position to allow more time on audits
- Held Agency-wide FAO Managers Conference to communicate one agency message
- Initiated Raytheon CAC pilot project



# Current Issues/Action

## Audit Quality and Timeliness

### DCAA Actions

- Established contractor proposal walk-through process
- Emphasizing a more collaborative contract audit approach
- Designated core team to monitor high risk proposal activity
- Established ad hoc to review forward pricing rate audit process
- Prioritizing follow-up audits of contractor business system deficiencies when corrected



# Current Issues/Actions

## Balancing Resources with Requirements

- Working with Stakeholders to defer or divest low risk workload - will allow DCAA to focus on higher risk work with larger payback to Warfighter/Taxpayer.
- Added 500 new employees over the last 2 years
- DPAP Memorandum (1/4/2011), “Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending: „Align DCMA and DCAA Processes to Ensure Work is Complementary”
  - ➔ Increased Thresholds for Price Proposal Audits
  - ➔ Forward Pricing Rate Agreements/Forward Pricing Rate Recommendations
  - ➔ Financial Capability Reviews
  - ➔ Purchasing System Reviews
  - ➔ Contractor Business Systems Rule



# Incurred Cost Audits

- Working with DPAP to balance resources with requirements
- Increasing staffing
- Assisting to ensure risks of canceling funds are mitigated
- Establishing a task force to develop actions to address backlog





# Current Issues/Actions

## Auditor Relationships with Stakeholders

Making a concerted effort to engage with stakeholders:

- Issued “Rules of Engagement”
- Initiated regular high level meetings with contracting community
- Executives participated at speaking engagements with DoD Procurement and Contractor Associations
- Issued Joint DCAA/DCMA Directors Memorandums
  - ➔ Established MOU on EVMS
- Issued Guidance in support of DPAP Memorandum – Resolving Contract Audit Recommendations



# Contracting Officer 's Role in Assisting DCAA

- Early communication and sufficient lead time on audit requests
- Coordination with DCAA cognizant of prime contractor on subcontract assist audit requests
- Support in obtaining:
  - ➔ adequate contractor submissions
  - ➔ adequate contractor supporting data in a timely manner
  - ➔ real-time DCAA access to contractor systems
- Communicate with DCAA before, during and after the audit
- Invite DCAA to negotiations



# Contractor Role in the Audit Process

## Contractor Actions to Contribute to More Timely Audit Process

- Effective contractor proposal walk-throughs
- Adequate contractor submissions and assertions
- Adequate supporting data in a timely manner and timely access to **key** contractor personnel responsible for contractor support
- Real-time DCAA access to contractor systems



# Contractor Role in the Audit Process

## Contractor Areas of Focus - Adequate Contractor Proposals Facilitate Effective Audits

- Proposed amounts supported by detailed basis of estimate and supporting documentation
- Supporting justification/explanation provided for significant variances between prior buy actual cost data and proposed amounts
- Consolidated Bill of Material
- Detailed support for additive factors applied to various elements of costs
- Rates supported by contractor budgetary or trend data
- Adequate Support for Subcontract Proposals
  - ➔ Adequate prime contractor cost or price analysis
  - ➔ Adequate subcontract proposal
- Proposal reflects anticipated cost accounting changes



# WAY AHEAD

- Continue to build on professionally developing our workforce
- Reducing learning curve with our new processes and guidance
- Build on the changes to increase quality of services and products
- Reduce Incurred Cost audit backlog to support contract close-out
- Continue to broaden relationship and communication with our stakeholders





# Defense Contract Audit Agency

Additional information on DCAA  
and Points of Contact available at  
[www.dcaa.mil](http://www.dcaa.mil)





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Preventing Fraud, Waste, and Abuse in Government Contracting

Susan Williams, DLA Headquarters  
Normand Lussier, DLA General Counsel  
Noël Woodward, DLA General Counsel  
June 27-30, 2011



# Agenda

- What is Fraud, Waste, and Abuse?
- Trends in fraud, waste, and abuse
- Getting Better Buying Power for Warfighter and Taxpayer
- Government and Industry Wide Interest in Preventing Counterfeit and Fraud
- DLA legal findings





# Fraud, Waste, and Abuse...What is it?





# What is Fraud?



- Simply – fraud is a false representation about a material fact.
- Intentionally misrepresenting the costs of good or services provided.
- An individual, a benefit, privilege, allowance, or consideration to which he/she is not entitled.





# What is Waste

- It is the extravagant, careless, or needless expenditure of Government funds, or the consumption of Government property, that results from deficient practices, systems, controls, or decisions.
- The term also includes improper practices not involving prosecutable fraud.





# What is Abuse?

- It is the intentional or improper use of Government resources.
- Examples include misuse of money, equipment, supplies and/or materials.
- Receipts of favors for awarding contracts to vendors





# Trends in Fraud, Waste, and Abuse

- Exponential increase in Risk
- Huge economic losses for trading partners
- “Perfect storm” for counterfeiters
  - Poor economy has led to lagging production capacity due to lack of capital investment
  - OEMs/CMs are unable to support demand due to decreased availability of components, leading to increased use of open market
  - The result: New markets & increased profitability for counterfeiters



# Getting Better Buying Power for Warfighter and Taxpayer



- FAPIIS ~ Federal Awardee Performance and Integrity Information System
  - CPARS
  - PPIRS
  - **FAR Provisions** regarding contractor performance; defective cost or pricing data; t4c or t4d; past performance shall be evaluated; PPIRS/FAPIIS shall be used to support responsibility determinations; contractor certification, information, and updates
    - 42.1502; 42.1503; 15.304; 9.104; 9.105; 36.303-1, 36.602; 52.209-5, 7, and 9



# Government and Industry Wide Interest in Preventing Counterfeit and Fraud

- DOD Anti Counterfeiting Working Group
- US Government Inter-Agency Anti-Counterfeiting Working Group
- AIA Special Report ~Counterfeit Parts: Increasing Awareness and Developing Countermeasures, March 2011
- GAO Report: *Defense Supplier Base: DoD Should Leverage Ongoing Initiatives in Developing Its Program to Mitigate Risk of Counterfeit Parts*
- SASC Investigative Staff investigation of DoD counterfeit electronic problem





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #1** - Establish procedures for program managers to identify items at risk for counterfeiting or requiring authentication of legitimacy. These procedures will, to the greatest extent practicable, utilize current industry standards.



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #2** - Examine whether regulations are needed to require suppliers to take stronger anti-counterfeiting measures.



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #3** - Examine when and how product and packaging traceability, reporting and marking processes can be used by prime contractors, their suppliers, federal government personnel and potentially other customers to confirm production authority by the original manufacturer of at-risk items.



# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #4 -**  
Examine  
government/industry  
evaluation capabilities  
and determine whether  
improvement is  
needed.





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #5** - Establish an anti-counterfeiting Training and outreach strategy for the Federal workplace.





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- **Objective #6 -**  
Examine whether additional measures are needed to protect the rights and interests of the U.S., recoup costs and prosecute offenders.





# Objectives for US Government-Wide Anti-Counterfeit Working Group

- Department-Wide
  - Publish counterfeit materiel policy in 2<sup>nd</sup> Quarter FY2011
  - Expand awareness training (annual mandatory course)
  - Establish counterfeit center of excellence (analysis, metrics, trend reporting)
  - Develop / implement modifications to data exchange/reporting system (GIDEP)
- Defense Logistics Agency
- Military Services



# **AIA Special Report ~ Counterfeit Parts: Increasing Awareness and Developing Countermeasures**

- Procurement/Supplier Selection
- Suspected Counterfeit Part Reporting
- Counterfeit Part Disposition
- Component Obsolescence
- Counterfeit Parts Control Plan
- Standards for Mechanical Parts and Materials
- Training
- Duties of Importers
- Disposal of Electronic Waste



# Industry Participation Counterfeit Prevention

- Continuance of industry working groups
- Dissemination of best practices
- GIDEP participation and reporting
- Participation in voluntary standards bodies
- Vetting and assessment of suppliers





# DLA Legal Findings

## Associate General Counsel Business Integrity







# Suspension and Debarment Process Overview

- PLFA recommendations submitted to DLA Suspension and Debarment Official for Suspension or Debarment under FAR 9.406.
- Recommendations are made by the Contracting Officer
- Forwarded by the PLFA director/commander and include supporting evidence.



# Suspension and Debarment Process Overview

- SDO (DLA Deputy General Counsel) reviews the recommendation and takes action.
- Options include:
  - Notice of Suspension letter
  - Notice of Proposed Debarment letter
  - Show Cause letter
  - Return recommendation to PLFA for clarification/more information
  - Decline to take action



# Suspension and Debarment Process Overview

- Parties who receive a Suspension or Proposed Debarment letter are
  - Listed on the Excluded Parties List System (EPLS) and
  - Ineligible to receive new awards of Government contracts or grants.



# Causes for Suspension or Debarment

- Suspensions are supported by the commission of fraud or a Criminal offense.
- Debarments are supported by a conviction of or civil judgment for a list of reasons.
- DLA uses as a cause the provisions that allows debarment for
  - History of unsatisfactory performance or
  - Failure to perform on one or more Government contracts.



# DoD Suspension and Debarment Statistics for FY2010

## DLA FY2010 Statistics:

Suspensions	139
Proposed Debarments	166
Debarments	131
Total Actions:	436 (FY2009 342)

## Army FY2010 Statistics:

Suspensions	133
Proposed Debarments	170
Debarments	125
Total Actions:	428 (FY2009 363)

## Navy FY2010 Statistics:

Suspensions	25
Proposed Debarments	78
Debarments	38
Total Actions:	141 (FY2009 95)

## Air Force FY2010 Statistics:

Suspensions	83
Proposed Debarments	159
Debarments	111
Total Actions:	353 (FY2009 222)





# Reviews and Audits

- GAO
  - GAO Review of Agency Suspension and Debarment Programs, June 2011
  - GAO Review of DLA Contractor Ineligibility Process, GAO Engagement Code 350949, initiated November 28, 2006. Terminated April 3, 2007.
  - GAO Report, “Excluded Parties List System: Suspended and Debarred Businesses and Individuals Improperly Receive Federal Funds,” GAO-09-174, February 2009.



# Reviews and Audits

- DODIG
  - Project No. D210-D000CG-0177.000,  
“Additional Actions Can Further Improve the  
DoD Suspension and Debarment Process.”



# What Should You do if You Suspect Fraudulent Activity, Waste, or Abuse

**Abuse of authority, mismanagement,  
Fraud, & Waste Department of  
Defense**

**[hotline@dodig.mil](mailto:hotline@dodig.mil)**  
**[www.dodig.mil/hotline](http://www.dodig.mil/hotline)**

**Fraud, Waste, & Abuse Hotline: 1-800-424-9098**



# Conclusion

- Questions or Discussion?

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

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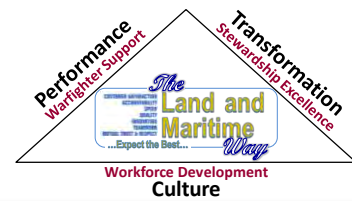
**DLA Land and Maritime**



## **2010 Recognition for Excellence Awards**

Patricia McCreay  
29 June 2011

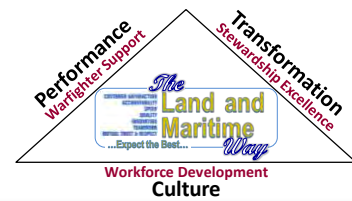




# BRONZE AWARD WINNERS



# BRONZE Award Winner

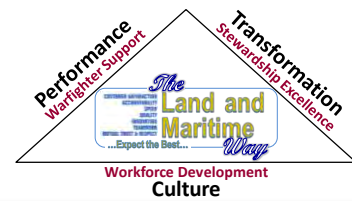


## Alliance Global, Inc.

Nancy Johnson  
Eric Kendrick



# BRONZE Award Winner

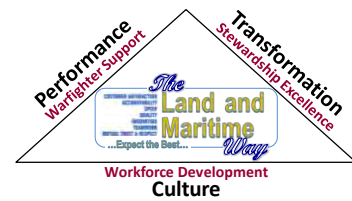


## Applied Industrial Technologies, Inc. \*

Vickie Molenda  
Mark Kaliszewski



# BRONZE Award Winner

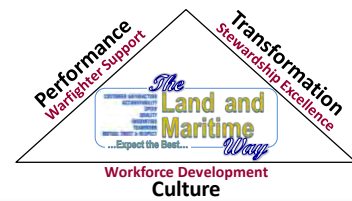


## Battery Emporium & Technology

Dr. Braj P. Varma  
Mrs. Anjana Varma



# BRONZE Award Winner

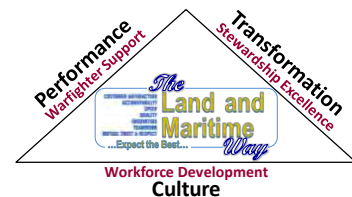


## BC SYSTEMS \*

Dennis Carrigan



# BRONZE Award Winner



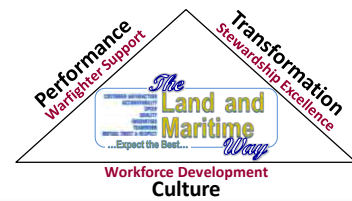
## BREN-TRONICS, INC.

Randy Nelson, Director Sales





# BRONZE Award Winner

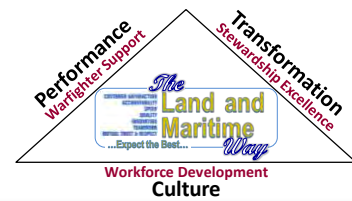


## Caterpillar Inc.

Jim Garrison  
Kellie Tomlinson



# BRONZE Award Winner

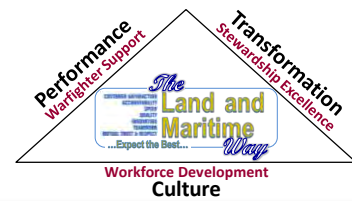


## CFM International, Inc.

Debbi Poli  
Jeff Bauer  
Linda Durham



# BRONZE Award Winner

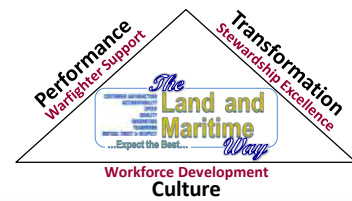


## Compressor Engineering Corporation \*

Richard K. Hotze



# BRONZE Award Winner

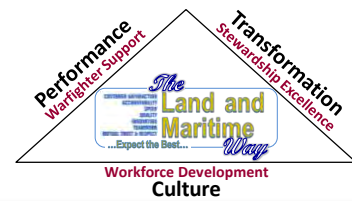


## DHS Systems, LLC

Ron Houle



# BRONZE Award Winner



## EAGLE DISTRIBUTING ENTERPRISES, INC.

Kenneth E. Johnson  
Sheila A. Johnson



# BRONZE Award Winner



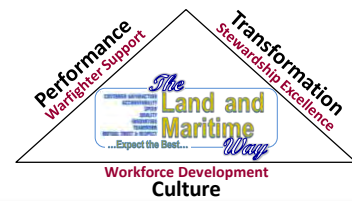
## Gardner Inc.

Eric "Rick" Jackson





# BRONZE Award Winner

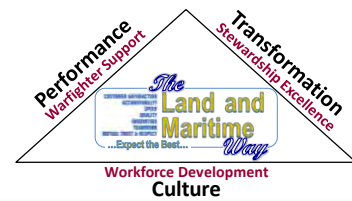


## Global/SFC Valve Corporation

Bob Kirst



# BRONZE Award Winner

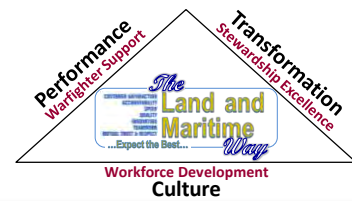


## Harris Corporation, RF Communications

Suzanne Markowitz  
Jennifer Rozler



# BRONZE Award Winner

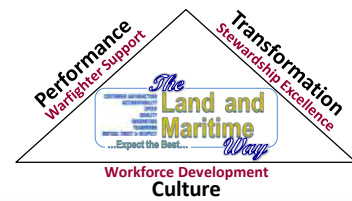


## ICO RALLY \*

Betty Klanda



# BRONZE Award Winner

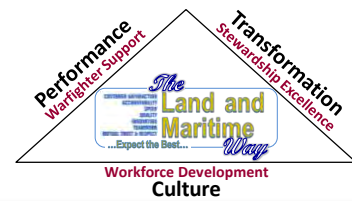


## Loc Performance Products, Inc. \*

Jason Atkinson, C.O.O.



# BRONZE Award Winner

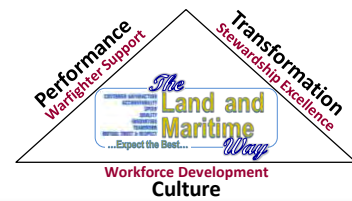


## LOCKHEED MARTIN MS2

Michael Dandridge  
Michael Scouten  
Paul Bland



# BRONZE Award Winner



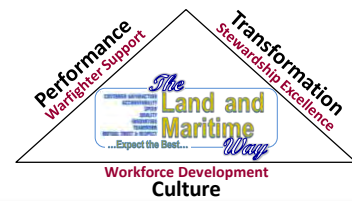
## Makdad Industrial Supply Co., Inc.

Jack Makdad





# BRONZE Award Winner

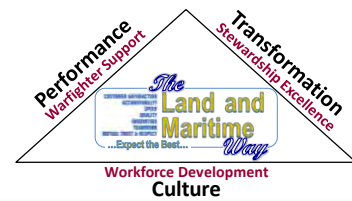


## MARK ELECTRONICS, INC. \*

Thomas Koebert  
Jean Marie Koebert



# BRONZE Award Winner

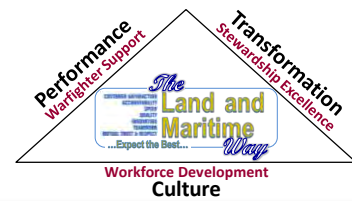


## Michelin North America, Inc. \*

Jim Griesse  
Ray Mastin  
Barry Bomier  
Joe Banks  
Ed Regan (SAIC)



# BRONZE Award Winner

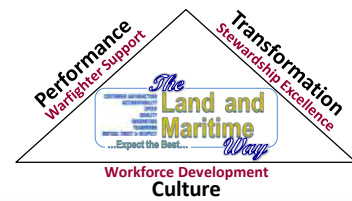


## Minowitz Manufacturing Company

David Pereira



# BRONZE Award Winner

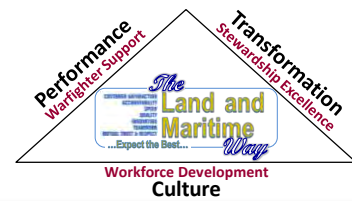


## Plasan North America, Inc.

Ilana Yardeni  
Dalton Blackwell  
Cleve Howie  
Andrew Shapero



# BRONZE Award Winner

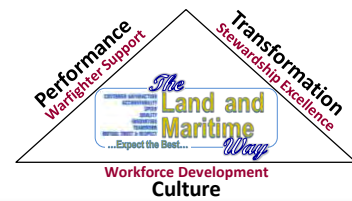


## R. E. DARLING CO., INC. \*

Tim Carter



# BRONZE Award Winner



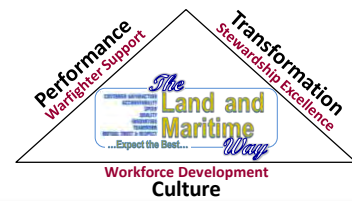
## Seacoast Electric Co., A Division of EIS Inc. \*

Tim Pearce,  
Regional Sales Manager





# BRONZE Award Winner

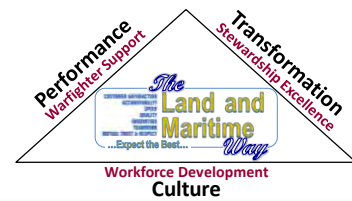


## Simco Supply LLC

Shilpika Simet  
Jeffrey G. Simet



# BRONZE Award Winner



## SupplyCore \*

David Hahn



# BRONZE Award Winner

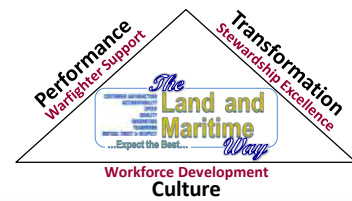


## TFab Manufacturing, LLC

Gary Smith



# BRONZE Award Winner

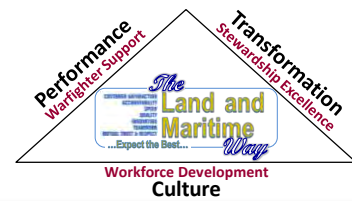


## The Boeing Company

Terry Langerman  
Shawn Bogan  
Jason Frei  
Zach Gibbar  
Sharon Bagent



# BRONZE Award Winner

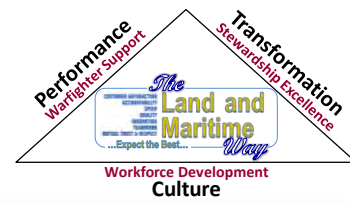


## TorqHoist, Inc.

Dorothea Polster  
Michael Polster



# BRONZE Award Winner



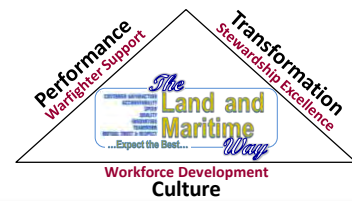
## WING INFLATABLES, INC

Patrick Sproul  
Dwayne Sutke



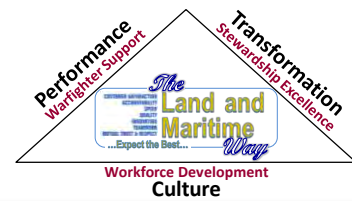


# BRONZE Award Winner



## WOODWARD INC. \*

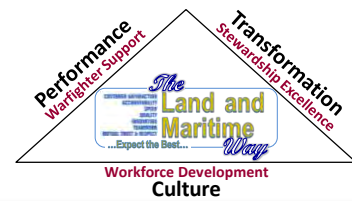
Tom Stinson  
Bret Berghoefer



# SILVER AWARD WINNERS



# SILVER Award Winner

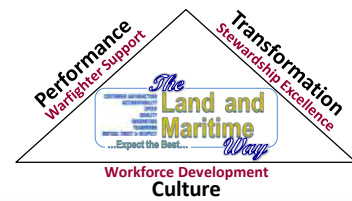


**Aerol Co., Inc. \***

Monica Sifford  
Bill Schoonover



# SILVER Award Winner

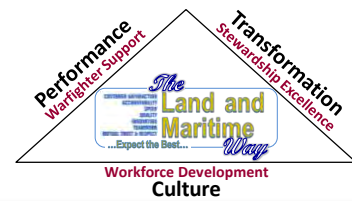


## Allied Marine Services, Inc. \*

Reggie Groce



# SILVER Award Winner

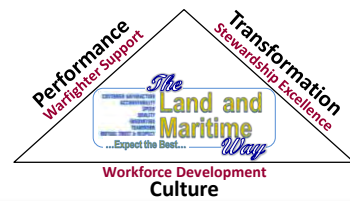


## AV-DEC \*

Dave Schmidt  
Andy Baker



# SILVER Award Winner



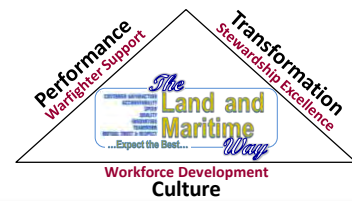
## BMI Defense Systems

Traci Gholson





# SILVER Award Winner

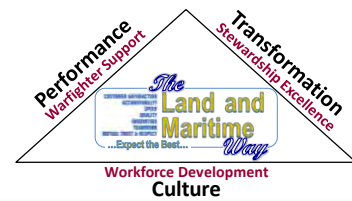


## Bobcat Company

Michael Melroe



# SILVER Award Winner

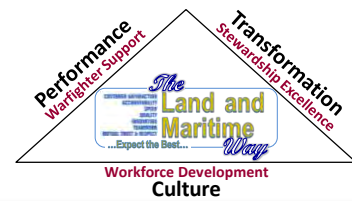


## BROWN HELICOPTER, INC. \*

Jack Lane



# SILVER Award Winner



## CNH AMERICA LLC \*

Bill Wolfe



# SILVER Award Winner

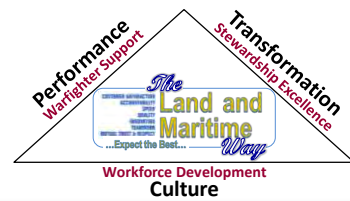


## Contact Industries Inc.

Joe Esterly



# SILVER Award Winner

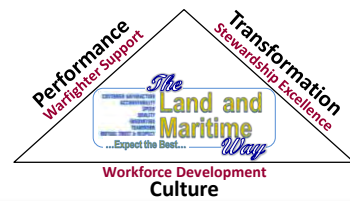


## Detroit Switch, Inc. \*

Greg Stein



# SILVER Award Winner



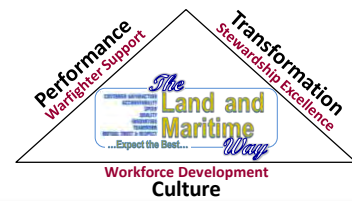
## Draeger Safety, Inc.

Rick Pallen





# SILVER Award Winner

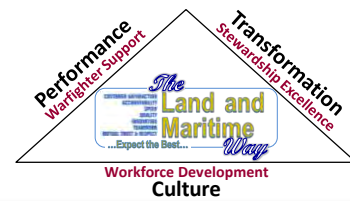


## EATON INDUSTRIAL CORPORATION \*

Jon Hatcher



# SILVER Award Winner

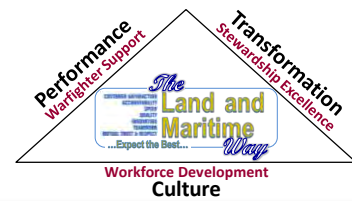


## EnerSys Energy Products Inc. \*

Steven Benulie  
Frank Metzger  
Melissa O'Brien  
Andy Seidel



# SILVER Award Winner

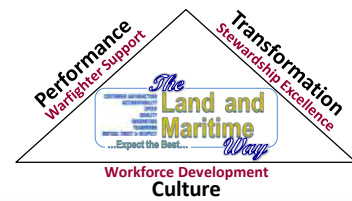


## Essex Cryogenics of MO., Inc. \*

Ken Seise



# SILVER Award Winner

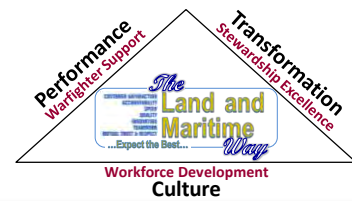


## Flexfab LLC

Lyle Claussen



# SILVER Award Winner

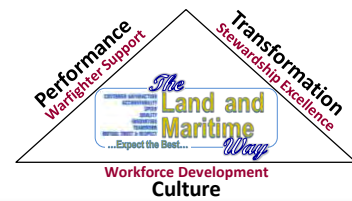


## FN Manufacturing, LLC \*

Jean-Louis Vanderstraeten  
Greg Livermore  
Stuart Slocum  
Jason Jones



# SILVER Award Winner



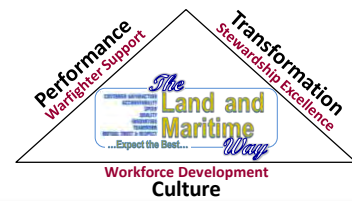
## General Motors Customer Care and After Sales

Sonya Robinson





# SILVER Award Winner



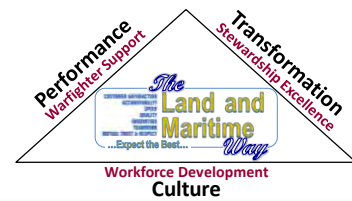
## Graybar Electric Company, Inc. \*

John Zotis  
Jon Marceleno  
Donald Kosanovich

Kris Stough  
David Mintus  
Bryan Rival



# SILVER Award Winner

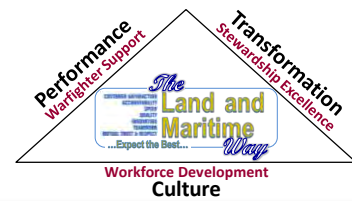


## Highland Engineering, Inc. \*

Jeff Pung



# SILVER Award Winner

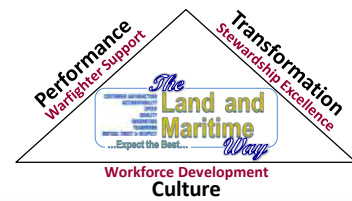


## L-3 Warrior Systems, Insight \*

Patrick Aurora



# SILVER Award Winner

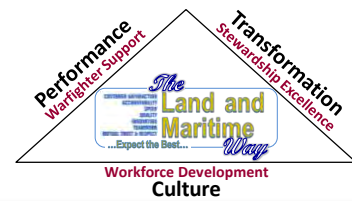


## LECHMOTOREN U.S., INC. \*

Earl Stevens



# SILVER Award Winner

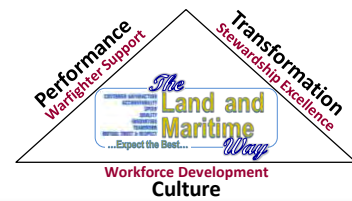


## MAGNETIKA, INC. \*

Nagui Guirgis  
Thomas Chew



# SILVER Award Winner



## Michelin Aircraft Tire Company \*

Brett Carnes (Michelin)

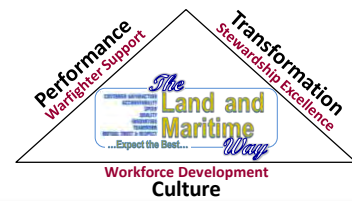
Jim Barnes (Michelin)

Peggy Thornton (Lockheed Martin)





# SILVER Award Winner

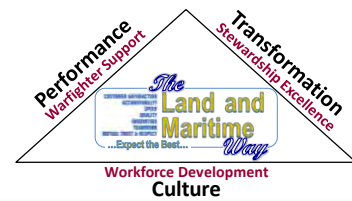


## **Ohler Pumps a Division of W.S. Darley & Co.**

Robert D. Bond



# SILVER Award Winner

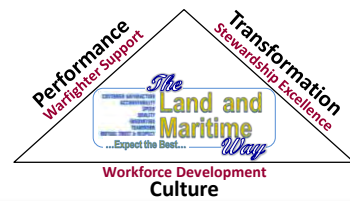


## OPTIMA BATTERIES, INC. \*

Jim Wagner



# SILVER Award Winner

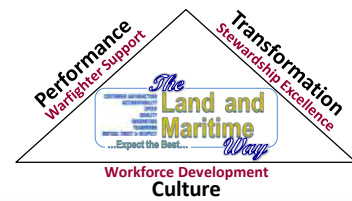


**PIMA VALVE, INC. \***

Ryan Gaston



# SILVER Award Winner

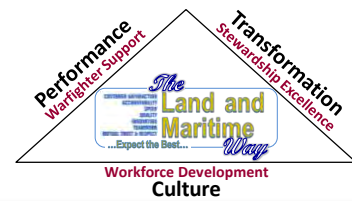


## Prestolite Electric Incorporated

Paula M. Holtz  
Russell Fischer



# SILVER Award Winner

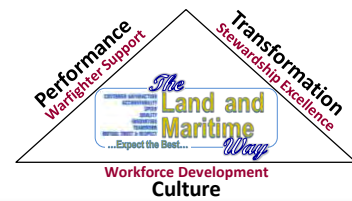


## SARGENT CONTROLS & AEROSPACE \*

Catherine Contreras



# SILVER Award Winner



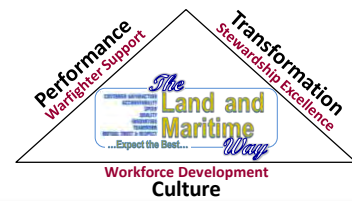
## **Spacesaver Storage Systems Inc. \***

Matt Tourdot, VP Government Business  
Patty Koshak, Contracts Manager





# SILVER Award Winner

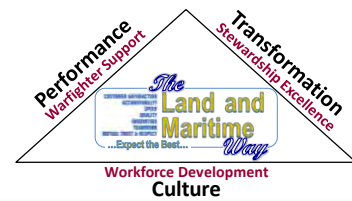


## SPERIAN PROTECTION

Don Budke  
Angela Benoit

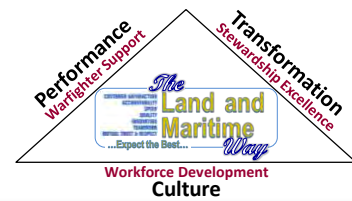


# SILVER Award Winner



## UPI Manufacturing \*

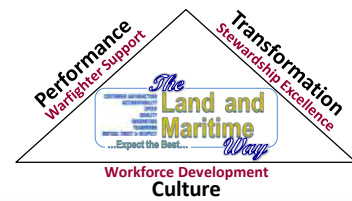
Jeffrey D. Dretzka  
Jeffrey J. Dretzka  
Bob Dwyer  
Mark Showalter



# GOLD AWARD WINNERS



# GOLD Award Winner

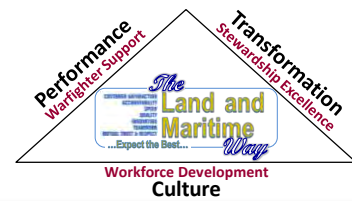


## AGM Container Controls, Inc. \*

Ronald "Ron" J. Corbin



# GOLD Award Winner

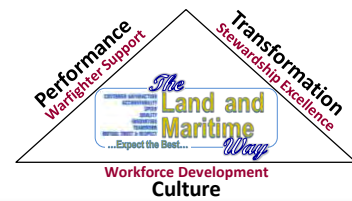


## Curtiss-Wright Controls, Inc.

Bradley Davis



# GOLD Award Winner



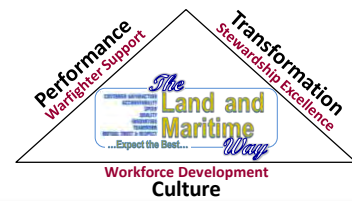
## DERBYSHIRE MARINE PRODUCTS, LLC

Todd Reed





# GOLD Award Winner

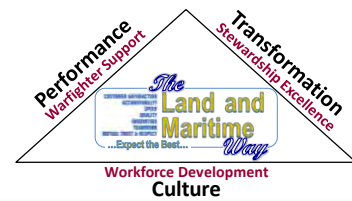


## Eastern Carolina Vocational Center, Inc. (ECVC) \*

Bob Jones, President  
Daneel leRoux, CEO



# GOLD Award Winner

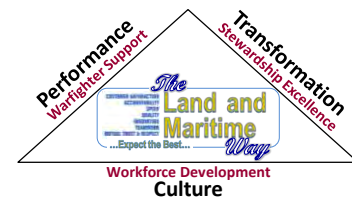


## GENERAL DYNAMICS LAND SYSTEMS, INC. \*

Rick Gillette, Sr.  
VP, Production, Delivery & Support



# GOLD Award Winner

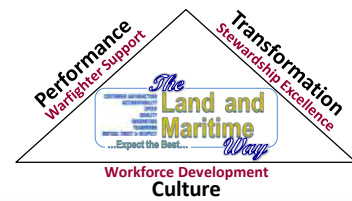


## Greenlees Filter LLC \*

Ted Greenlees  
Len Coulman



# GOLD Award Winner



## **L-3 Communications Electrodynamics Inc. \***

Leah Flaig



# GOLD Award Winner



## **Meggitt (North Hollywood), Inc. (Corona, CA) \***

Judy Castaneda  
Darlene Newman



# GOLD Award Winner



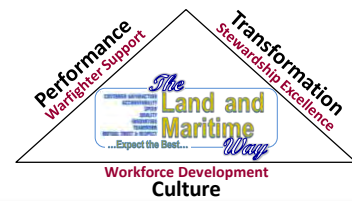
## Moog Flo-Tork \*

Barbara Wyant





# GOLD Award Winner

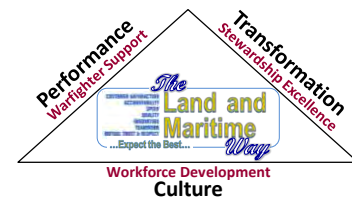


## **Northrop Grumman Corporation Strike and Surveillance Systems Division F/A-18 Program \***

Robert Harrigan  
Joel Cleveland



# GOLD Award Winner

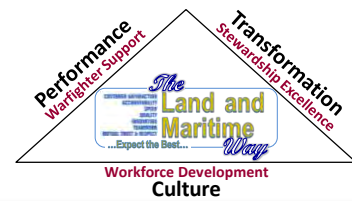


## ONTARIO KNIFE COMPANY \*

Sue Green  
Nick Trbovich, Jr.



# GOLD Award Winner

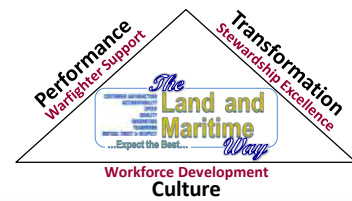


**Otis Products, Inc. \***

Nancy Szewczyk-Davoy



# GOLD Award Winner

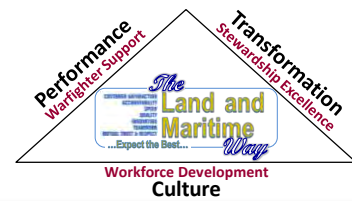


## R. A. MILLER INDUSTRIES \*

Richard Conaway  
Rick Zattlin



# GOLD Award Winner

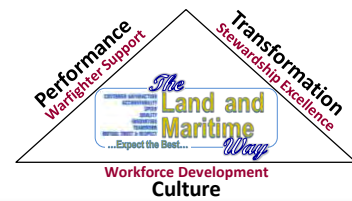


## Spartan Motors Chassis, Inc. \*

Vicky Black  
Jon Dickinson  
Kirk Sherman  
Tim Weaver



# GOLD Award Winner



## WHITE AERO INC.

Susan Collier  
Rachel White



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

## DLA Land and Maritime





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Litigated Inventory Break-out Session

29 June 2011



# Project Overview

- Project goal:
- The project goal is to reduce the amount of current inventory in litigation.
  - Reduce the amount of inventory placed in litigation.
  - Reduce the length of time inventory remains in litigation.



# Source Documents

---

- <http://assist.daps.dla.mil/> - copies of Military Standards including MIL-STD-129P and MIL-STD-2073-1D
- [www.dodrfid.org](http://www.dodrfid.org) – information on DoD's Radio Frequency Identification marking requirements
- [www.wawftraining.com](http://www.wawftraining.com) – online training for Wide Area Workflow



# Project Metrics

## Project Status

Target project  
population  
Inventory Value  
October 2010  
\$221M



Supply  
Discrepancy  
Reports (SDRs)  
with Disposition  
reduced from  
<34,000 to 8500



Inventory being  
placed into  
litigation



Target Population  
May 1, 2011  
\$152M





# Primary Root Causes

**Packaging and Labeling**

P&L

**Other Non-Compliant Vendor Issues**

NC  
Vendor

**SDR Processing Errors/Inputs**

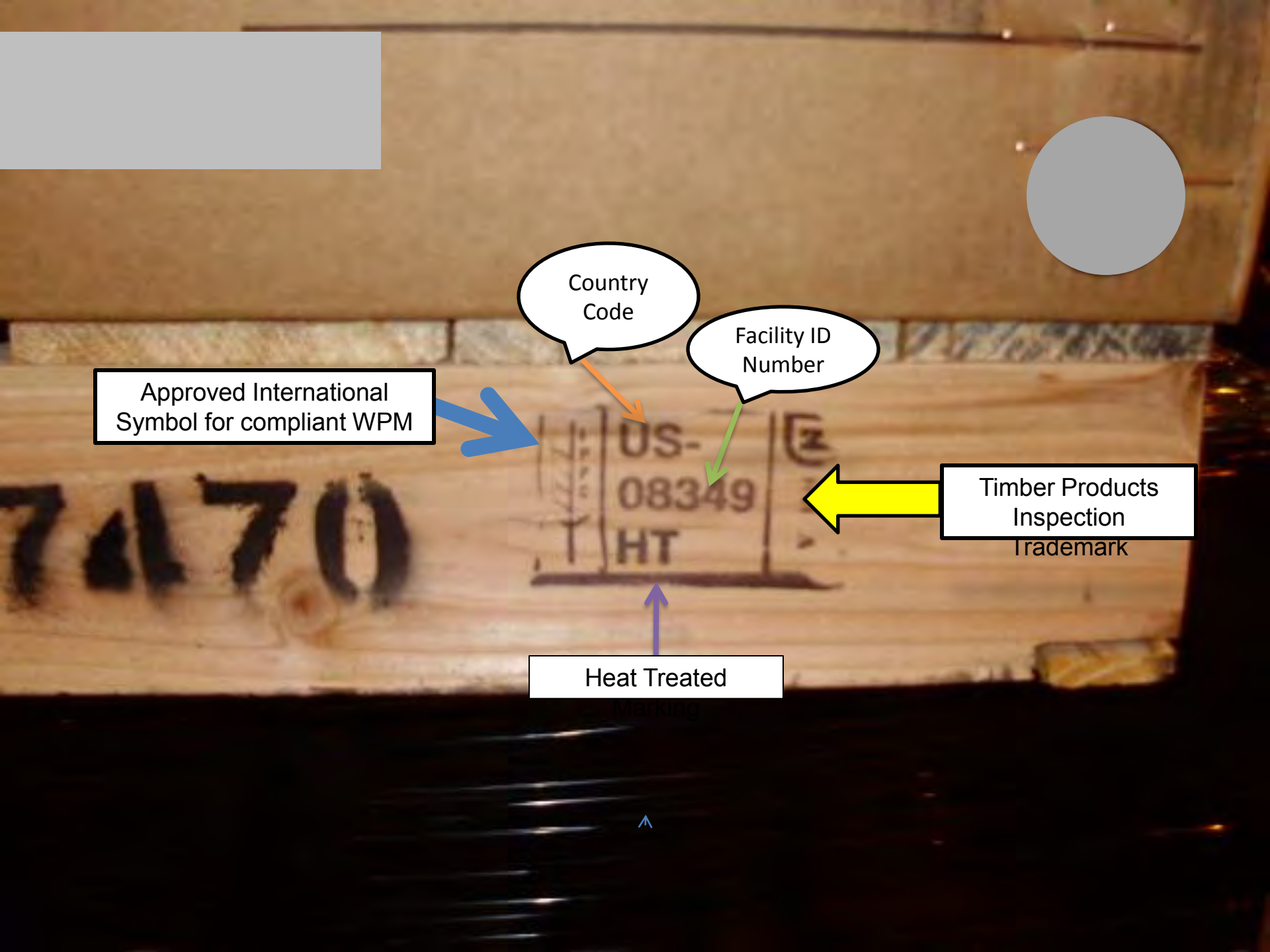
SDRs





## **Reasons Items are placed in Condition Code “L”**

- Shipment does not meet packaging requirements.
- Incorrect Item received.
- Non-conformance to heat treatment requirement for wood packing materials (including pallets). Since 2007, all wood packing material requires a stamp certifying Heat treatment (DLAD clause 52.247-9012).



Approved International  
Symbol for compliant WPM

Country  
Code

Facility ID  
Number

Timber Products  
Inspection  
Trademark

Heat Treated

74170

US-  
08349  
HT

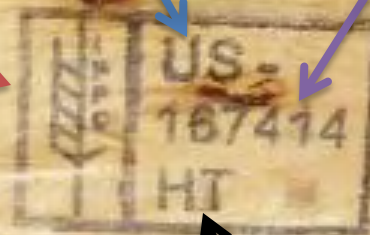
Approved International  
Symbol for compliant WPM

Country  
Code

Facility ID  
number

Trademark

Heat Treated Marking



APPROVED BY  
TP





The label is missing the  
NSN, Contract #, Cage  
Code, QTY and U/I



## Reasons Items are placed in Condition Code “L”

- Material not received in an acceptable condition – (damaged, non-compliant to **shelf-life requirements**, other quality issues).
- Quantities on shipping documents or invoice are **more or less** than in the shipment.
- Improper Markings – shipments must be compliant to Mil-Std-129P marking requirements.



Per FLIS  
/Fedlog QUP  
is 1 Each

**Customer Information**

PO #: B10509A477A

LINE #:

PART#:

Qty: 49

UDM: EA SU

Allied Stk#: 308-0002

Invoice #: 621494-00

**Product Description:**  
connector assessor, gasket for panel receptacle, usb field and firewire field

Manufacturer Part #: JE15

Manufacturer Name: AMPHENOL PCD SOCAPEX

ALLIED

RoHS Compliant: Yes

UPSGD1 05790

1324006073

Label is missing NSN,  
Contract # and MFG  
Date.





## Reasons Items are placed in Condition Code “L”

---

- No documentation received with the shipment  
\*\* MIL-Std-129P requires a copy of the receiving report be sent with the shipment unless otherwise noted in the contract.
- Wrong CLIN number on shipping documents or invoice.
- Incorrect data on invoice (Delivery order number omitted or incorrect, unit of issue incorrect, etc) Invoice must match contract data.



## **Reasons Items are placed in Condition Code “L”**

Materials shipped to the wrong location (all contract line items shipped to one location).



# Upcoming Changes

- pRFID compliance efforts.
- Re-package/relabeling efforts (\$250)
- Beginning 1 October 2011, we will begin an initiative to improve pRFID compliance.

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## National Stock Number (NSN): Your Key to Unlock Sales

2011 DLA Industry Conference

June 27<sup>th</sup> to June 30<sup>th</sup>

Breakout Session

John Naperkoski

DLA Logistics Information Service





# Do you want to do business with an organization that....

- Produces revenues of nearly \$41 billion
- Manages 8 supply chains and 5 million items
- Operates in 48 states and 28 countries
- Maintains Foreign Military Sales of \$1.6 billion across 118 Nations







# How can I increase my business?

- Register your business
- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data





# Register your business

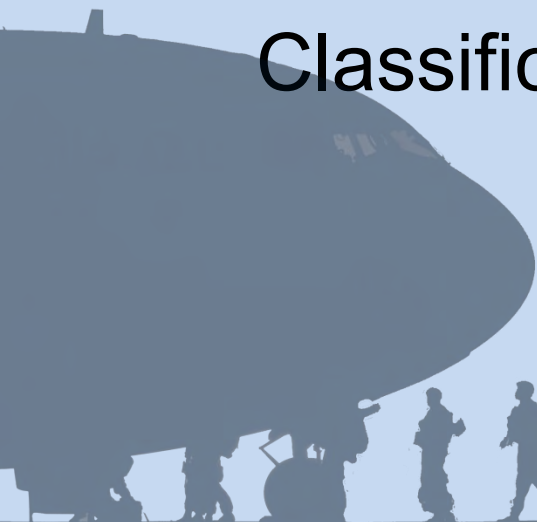
- Central Contractor Registration (CCR)
- Registrant database for U.S. Federal Government
- Paperless payments through electronic funds transfer
- Registration does not guarantee a contract
- CCR URL: [www.bpn.gov/ccr/](http://www.bpn.gov/ccr/)





# Federal Acquisition Regulations (FARs) govern CCR

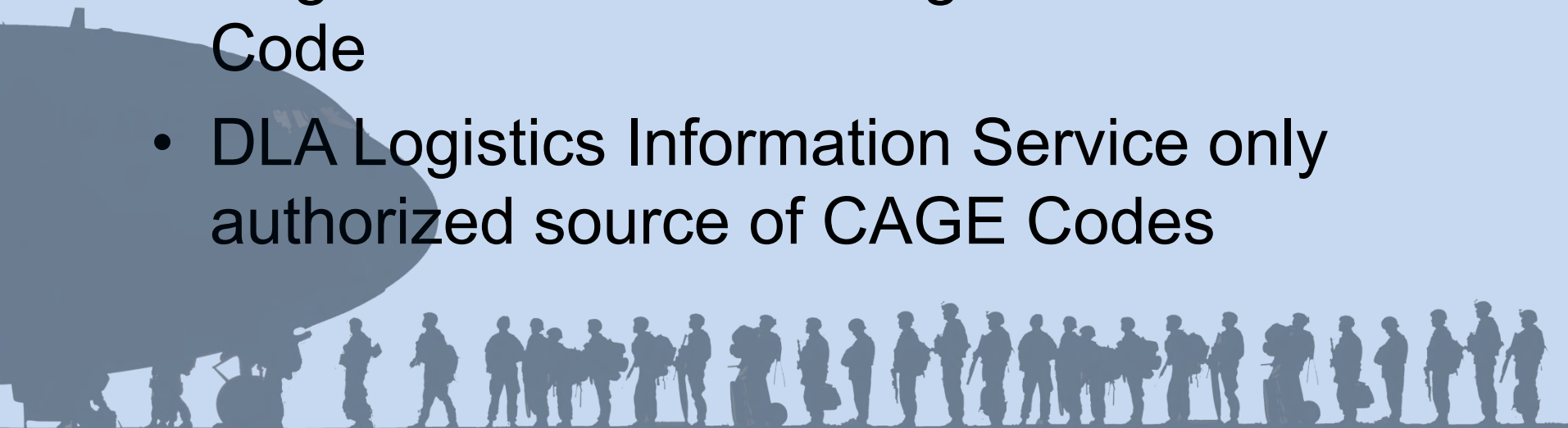
- Must be registered in CCR
- Must have Data Universal Numbering System (DUNS) number to register
- Select a North American Industry Classification System (NAICS) code





# What is a CAGE Code?

- Five digit code depicting Commercial and Government Entity (CAGE)
- CAGE Code required for business with the Federal Government
- Registration in CCR assigns CAGE Code
- DLA Logistics Information Service only authorized source of CAGE Codes





# Why do I need to obtain a CAGE Code?

- Pay processes
- Facility security clearances
- Contract management





# How do I change CAGE Code data?

- Contact D&B to update CCR at:  
<http://fedgov.dnb.com/webform>
- Complete DD Form 2051
- Forward to:  
Director, DLA Logistics Information Service  
ATTN: DLA Log Info SVC - LAC  
Hart-Dole-Inouye Federal Center  
74 North Washington  
Battle Creek, MI 49037

*Per 48 C.F.R Subpart 204.72 – Contractor Identification*





# Understand the National Stock Number (NSN)

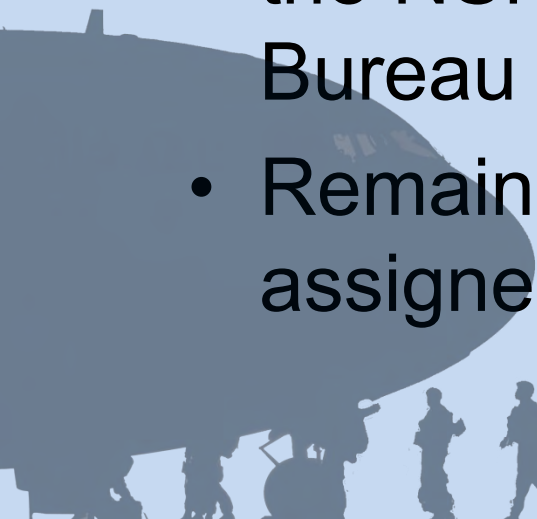
- Official label applied to an item of supply that is repeatedly used throughout the Federal Supply System
- 6.5 Million active NSNs in Federal Supply System
- 9 Million non-US managed NSNs in NATO system





# NSN structure

- 13-digit code, e.g., 6240-00-357-7976
- First four digits are the Federal Supply Class (FSC)
- Next two digits are country that assigned the NSN called the National Codification Bureau (NCB)
- Remaining seven digits are sequentially assigned and unique to each NSN





# Benefits of the NSN

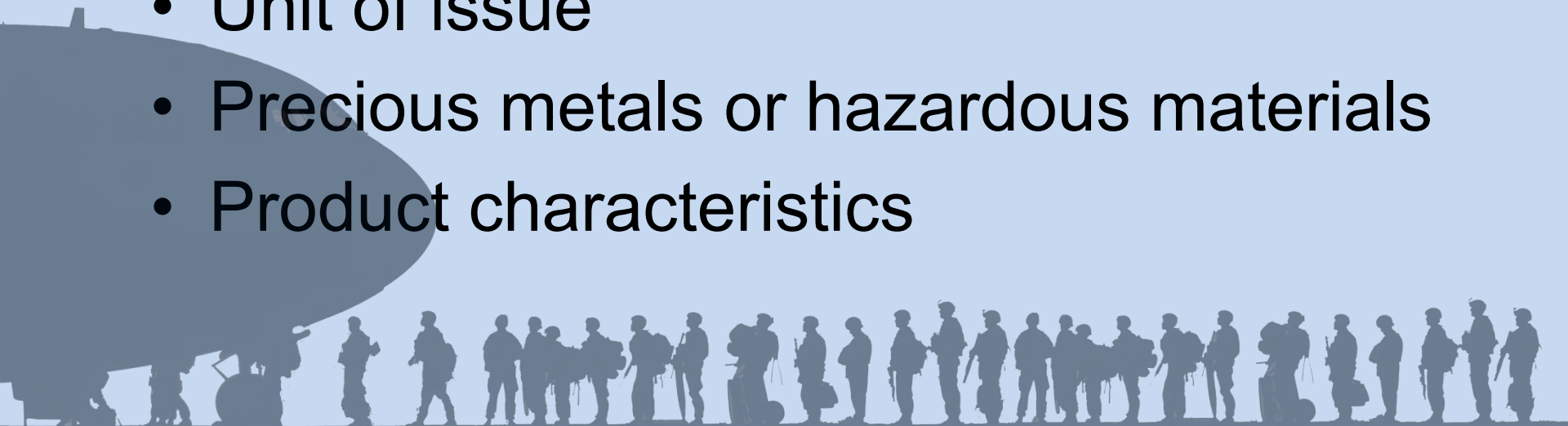


- Ensures life cycle support & interoperability
- Provides safety / protection of personnel
- Identifies data sharing capabilities of items
- Is data key for item tracking



# Your tech data describes the NSN's form, fit, and function

- Shelf life
- Interchangeability and substitutability
- Price
- Unit of issue
- Precious metals or hazardous materials
- Product characteristics





# Access to technical data is required by public law

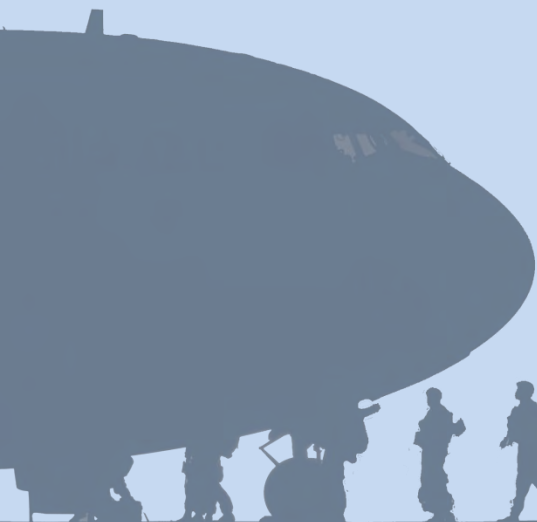
Cataloging and Standardization Act,  
Public Law 82-436 reads:

“To uphold this act it is imperative that the DoD Agency responsible for cataloging, DLA Logistics Information Service, is granted access to technical data.”



# Benefits of technical data

- Parts standardization
- Avoidance of duplication
- Interoperability
- Proper management, storage, and disposal

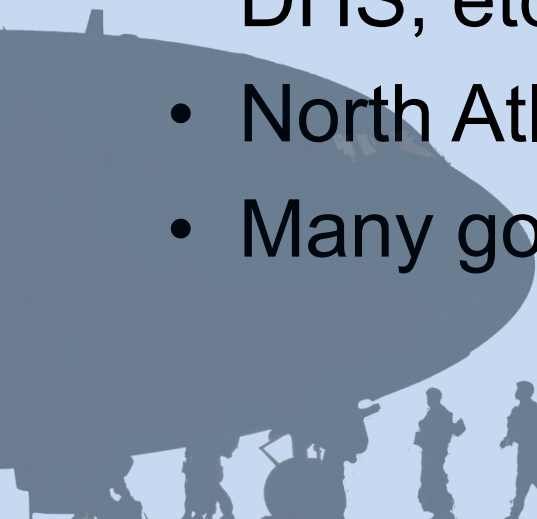






# Who uses NSNs?

- Military Services
- Department of Defense (DoD)
- Disposition services
- Federal Agencies, such as GSA, FAA, DHS, etc.
- North Atlantic Treaty Organization (NATO)
- Many governments around the world





# Who can request a NSN?

- Only a....
  - Military service
  - International partners
  - Federal/civil agency
- A Service must sponsor your product for NSN assignment





# How do you find a sponsor?

Contact a Service or Agency point of contact:

- Army: [www.sellingtoarmy.info/user/showpage.aspx?SectionID=](http://www.sellingtoarmy.info/user/showpage.aspx?SectionID=)
- Marine Corps: [www.donhq.navy.mil/OSBP/activities/marine-corps.html](http://www.donhq.navy.mil/OSBP/activities/marine-corps.html)
- Navy: [www.donhq.navy.mil/OSBP/](http://www.donhq.navy.mil/OSBP/)
- Air Force: [www.airforcesmallbiz.org](http://www.airforcesmallbiz.org)
- OSD: [www.acq.osd.mil/osbp/index.html](http://www.acq.osd.mil/osbp/index.html)
- DLA: [www.dla.mil/db/](http://www.dla.mil/db/)
- GSA: [www.gsa.gov/portal/content/105221](http://www.gsa.gov/portal/content/105221)
- PTAC: [www.dla.mil/db/ptap.asp](http://www.dla.mil/db/ptap.asp)

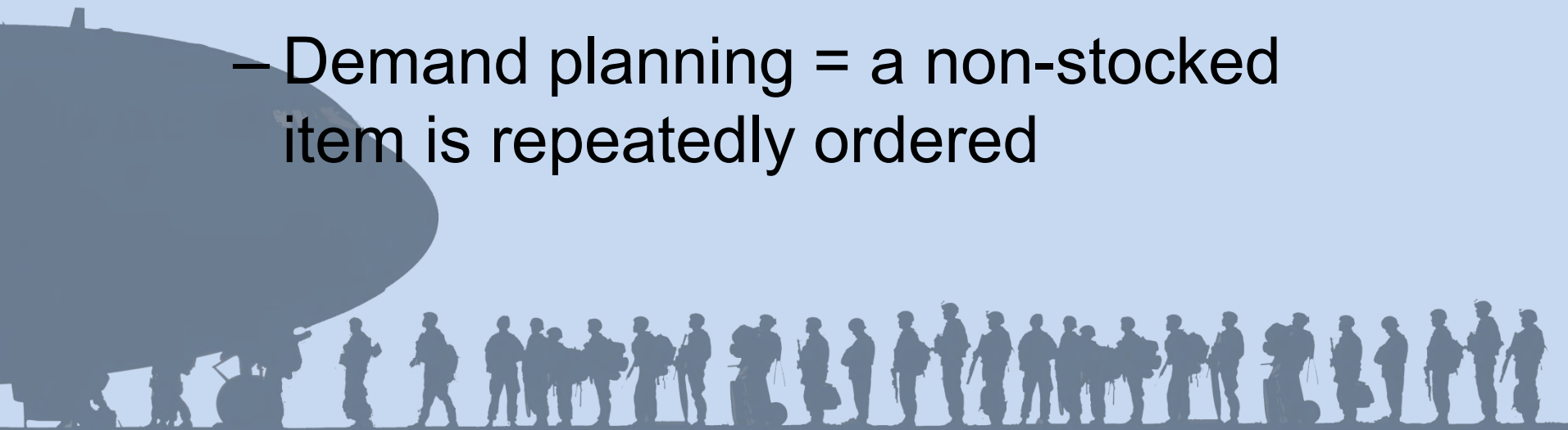




# When is a NSN requested?

Once a requirement for an item has been identified as needed via....

- Provisioning = a new weapon system is deployed by a military service
- Demand planning = a non-stocked item is repeatedly ordered





# How can you access your data?

- WebFLIS provides access to near real-time data
  - Hot links provide explanations
  - Proprietary data not viewed by public
- DOD EMALL provides product visibility to customers looking to purchase
  - Active DLA managed NSNs
  - Advantage for fully described items



# How can you update your data?

- CCR for business statistics/financial routing data
  - Update with D&B using webform at: <http://fedgov.dnb.com/webform>
  - Confirm D&B changes in CCR
- iGIRDER for reference/part number data
  - Register with User ID and Password
  - Update at : [www.dlis.dla.mil/gidm/](http://www.dlis.dla.mil/gidm/)





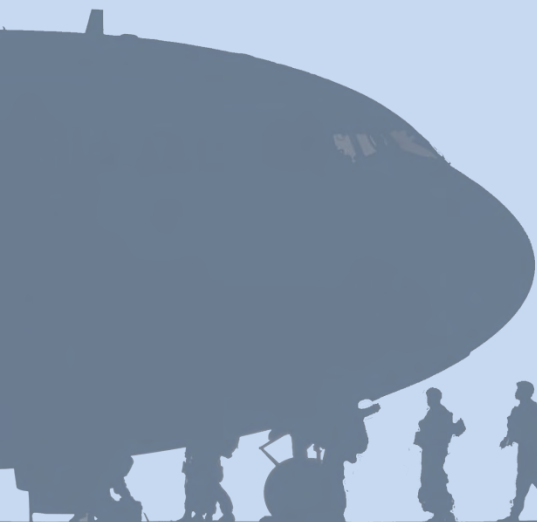
# How can you increase your business?

- Register your business
- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data





To get further details on information  
presented during this session,  
please visit the  
DLA Logistics Information Service  
booth, number  
**642**





# Contact Information:

- Address:  
DLA Customer Interaction Center  
DLA Logistics Information Service  
74 Washington Ave. N.  
Battle Creek, MI. 49037-3084
- Toll Free: 1-877-352-2255
- DSN: 661-7766
- Comm: (269) 961-7766
- Email: [dlacontactcenter@dla.mil](mailto:dlacontactcenter@dla.mil)





# Questions?





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Industry Conference

**Breakout Session:  
Partnering for Greater Efficiencies  
and  
Productivity in Defense Spending**





# DLA Supporting DOD Efficiency Initiative

**Dr. Carter memos dated 14 September 2010:**

**“Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending**

**“Implementation Directive for Better Buying Power – Restoring Affordability and Productivity in Defense Spending”**







# Scope of DLA's Initiative

Per the DLA Director:

*DLA will pursue price reductions of as much as 10% in selected areas by providing greater focus on price reasonableness, incorporating price reduction factors in strategic sourcing opportunities and establishing more long-term contracts.*



# DLA Aviation

---

- Reducing Overhead Costs
  - Strategic Partners Role
  - Aviation Role
- Incentive Contracting
  - Appropriate Application
  - Alignment of Incentive to Metrics
- Strategic Post Award Pricing Review
  - Identification of Pricing Opportunities
  - Partnering with Value Engineering
- Value Engineering
  - Reverse Engineering
  - Value Management
  - Parts Breakout



# DLA Energy

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- DLA Energy Natural Gas
  - Business Process Improvement Effort with Industry
- DLA Energy Bulk Fuels
  - Review and evaluate supply chain efficiencies
- DLA Energy Duty Drawback Program
  - Refunds of US Custom & Border Protection duties paid for fuel



# DLA Land and Maritime

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- Continue to Submit Competitive Offers, with Lowest Prices Possible
- Participate in Reverse Auctions, as Applicable
- Reduce Overhead and Admin Costs - Pass on to DLA
- Provide Quantity Price Break Info/Pricing, if Available
- Participate in Alternate Offer or Breakout Efforts
- Always Identify Better Ways to Buy – Group PRs, Like Items, Long Term Contracts (LTCs)
- Identify Unnecessary Requirements – Qty Unit Pack (QUP), Packaging, Test and Quality Requirements



# DLA Troop Support

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- Lean Projects – Acquisition Efficiencies
- Acquisition Strategies
- Competition
- Leveraging Customer Requirements



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## PROCUREMENT INTEGRITY

Kathleen Lemming  
DLA Acquisition  
June 29-30, 2011





# AGENDA

- What is Procurement Integrity?
- What is DoD and DLA Doing to Ensure Procurement Integrity?
- True Integrity Failures
- Personal and Organizational Conflicts of Interest
- Case Studies
- Do I have Integrity?



# What is Procurement Integrity?

The screenshot shows a Google search results page for the query "what is procurement integrity". The search bar at the top contains the text "what is procurement integrity" and a "Search" button. Below the search bar, it indicates "About 12,800,000 results (0.08 seconds)" and a link to "Advanced search".

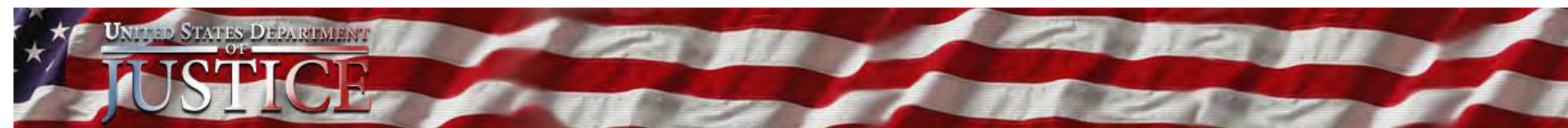
On the left side, there is a sidebar with the Google logo and a list of search filters: "Everything", "Images", "Videos", "News", "Shopping", and "More". Below these filters, it says "Fort Belvoir, VA" and "Change location". At the bottom of the sidebar, there is a link to "Show search tools".

The main content area displays three search results:

- USDOJ: JMD: Departmental Ethics Office: Procurement Integrity Act**  
The **Procurement Integrity Act** prohibits the release of source selection and contractor bid or proposal information. Also, a former employee who served in ...  
[www.justice.gov/jmd/ethics/procurea.htm](http://www.justice.gov/jmd/ethics/procurea.htm) - Cached - Similar
- [PPT] Procurement Integrity**  
File Format: Microsoft Powerpoint - Quick View  
Problems in **Procurement Integrity**. Some Obvious Problems. October 2004 Shocker. Ex-Air Force Official Gets Prison Time. Boeing Received Special Treatment in ...  
[www.iecjournal.org/iec/files/yukins\\_aug06.ppt](http://www.iecjournal.org/iec/files/yukins_aug06.ppt) - Similar
- Procurement Integrity Guidance**  
SUBJECT: Guidance on Application of the **Procurement Integrity** Law and Regulation . This memorandum provides guidance on applying the **Procurement Integrity** ...  
[www.dod.gov/dodgc/defense\\_ethics/dod.../procinteglaw.htm](http://www.dod.gov/dodgc/defense_ethics/dod.../procinteglaw.htm) - Cached - Similar



# Procurement Integrity Act



## Justice Management Division Serving Justice - Securing Results

The Procurement Integrity Act prohibits the release of source selection and contractor bid or proposal information. Also, a former employee who served in certain positions on a procurement action or contract in excess of \$10 million is barred for one year from receiving compensation as an employee or consultant from that contractor.

### 48 C.F.R. § 3.104-1-11

The post-employment restrictions on receiving compensation are in addition to the post-employment restrictions of 18 U.S.C. § 207. See "[Leaving Government](#)."



# What is Procurement Integrity?

- Definition According to Merriam-Webster
  - **Procurement**: the act or process of procuring; *especially* the obtaining of military supplies by a government
  - **Integrity**: a firm adherence to a code of especially moral or artistic values; incorruptibility
- Procurement Integrity is the act of obtaining and supplying military supplies with the utmost moral candor



# What is DoD and DLA Doing to Ensure Procurement Integrity?

- DoD
  - Panel on Contracting Integrity
    - Ombudsman Program
- DLA
  - Procurement Management Reviews
  - Operational Evaluation Team



# Panel on Contracting Integrity

- Sanctioned:
  - Section 813 of the John Warner National Defense Authorization Act (NDAA) for FY2007, Public Law 109-364
- Directed DoD to establish a Panel on Contracting Integrity (PCI)





# Panel on Contracting Integrity

- Cross Section of DoD Senior Leaders
  - Ms. Heimbaugh, DLA Acquisition (J7) chairs Subcommittee 1, Panel on Contracting Integrity

**DPAP website for Panel on Contracting Integrity information:**  
[http://www.acq.osd.mil/dpap/cpic/cp/panel\\_on\\_contracting\\_integrity.html](http://www.acq.osd.mil/dpap/cpic/cp/panel_on_contracting_integrity.html)



# Panel on Contracting Integrity

- Purpose:
  - Review DoD's progress in eliminating areas of vulnerability in contracting that allow for fraud, waste, and abuse
  - Recommend changes in law, regulations, and policy to eliminate/mitigate these areas of risk



# 13 PCI Subcommittees and Agency Chairs

## **SC1 Current Structure on Contracting Integrity**

Component Acquisition Executive, Defense Logistics Agency

## **SC2 Sustained Senior Leadership**

Deputy Assistant Secretary of Army (Procurement)

## **SC3 Capable Contracting Workforce**

OASD(A)/President, Defense Acquisition University

## **SC4 Adequate Pricing**

Co-Chairs: Director, Defense Contract Audit Agency and Deputy Director, DPAP/Program Acquisition and Strategic Sourcing

## **SC5 Appropriate Contracting Approaches and Techniques**

Deputy Assistant Secretary of the Air Force (Contracting)



# 13 PCI Subcommittees and Agency Chairs

## **SC6 Sufficient Contract Surveillance**

Deputy Assistant Secretary of the Navy (Acquisition & Logistics Management)

## **SC7 Contracting Integrity in a Combat/Contingent Environment**

Panel Executive Director and Deputy Director,  
DPAP/ Program Acquisition and Contingency Contracting

## **SC8 Procurement Fraud Indicators**

Assistant Inspector General, Acquisition and Contract Management, DoD Inspector General

## **SC9 Contractor Employee Conflicts of Interest**

General Counsel, Defense Contract Management Agency



# 13 PCI Subcommittees and Agency Chairs

## **SC10 Recommendations for Change**

Deputy General Counsel, Department of the Air Force

## **SC11 Evaluation of Contractor Business Systems**

Deputy Director, DPAP/Cost, Pricing, and Finance

## **SC12 Peer Reviews**

Deputy Assistant Secretary of the Navy (Acquisition and Logistics Management)

## **SC13 Opportunities for More Effective Competition**

Assistant Deputy Commandant, Installations and Logistics, Marine Corp Field Contracting



# PCI Working Groups

- **Subcommittee Working Groups**
  - Volunteers from other DoD Agencies
    - Subcommittee 1:
      - DLA – Kathleen Lemming
      - TRANSCOM – Susan Sembenotti
      - National Geospatial-Intelligence Agency – Howard Pierce
  - Responsible for developing policy directives, memorandums, legislative proposals, and training materials to implement assigned tasks





# Procurement Integrity Ombudsman

- Product of Panel on Contracting Integrity
- Ombudsman Identified for Each Contracting Activity in DLA
  - This program provides a neutral, informal, confidential, and independent alternative for employees, managers, and customers to seek assistance in resolving procurement integrity issues
  - Implemented in 2009

Not to be confused with Task/Deliver Order Ombudsman in FAR 6.505(b)(6)



# Other PCI Tasks

- Develop checklist to provide for contractor compliance with FAR Table 15-2 proposal requirements
- Inherently Governmental Definition
- Establish policy and procedures within DoD regarding the Department's audit and administration of contractors' business systems
- Establish a Department of Defense-wide values-based ethics program.



# Operational Evaluation Teams

- Team of Subject Matter Experts from across DLA
- Perform end-to-end vulnerability assessment of supply and service purchases to ensure optimal stewardship of Agency and Department of Defense (DoD) resources and compliance with various Federal statutes, policies and regulations



# Operational Evaluation Team

- Expected Outcome
  - Identify and communicate potential vulnerabilities in current Afghanistan contracts and provide corrective action recommendations (including risk assessments) as required
  - Develop a repeatable process to ensure vulnerabilities are identified and corrected for all complex contracting vehicles



# DLA PMRs

- United States Code, Title 41, Chapter 17, Section 1702, paragraph (c), January 4, 2011 and Executive Order 12931, Subject: Federal Procurement Reform “Defense Acquisition”, October 13, 1994
  - These documents assign responsibility to the Senior Procurement Executive (SPE) within the Agency to establish accountability for all contracting functions and to measure and evaluate each contracting office’s performance against established goals
- The DLA PMR Program is the SPE’s primary process for accomplishing these responsibilities



# DLA Procurement Management Reviews

- Review each DLA contracting activity
  - Mission
  - Business Processes
  - Contract Files
  - Special Areas of Interest
    - Contractor Performance Assessment Rating System (CPARS)





# DLA Procurement Management Reviews

- Activity provided a report with a rating based on findings and risk
- Corrective Action Plans



# True Integrity Failures

A CIA employee paid \$48,000 to settle a complaint brought by the Department of Justice that the employee had participated in official matters in which his spouse had a financial interest. The employee had served as the Contracting Officer Technical Representative (COTR) on certain contracts between his agency and a private corporation, where his wife worked. The contracts involved millions of dollars awarded to the corporation. Although the employee's wife did not work on the same contracts as the employee, she received stock options for the purchase of the corporation's stock that were affected by the corporation's profits from the contracts her husband had worked on.



# True Integrity Failures

An Army technician ordering a Seal Replacement Parts Kit from a defense contractor noted that the price of the kit seemed unusually high based on the price of each individual component, and contacted investigators. Investigators examined the price of the components and the cost the company incurred to assemble each kit, and discovered that the contractor was marking up each kit by approximately \$500. Investigators further discovered that the Government had purchased a large number of the kits at the inflated price.

As a result of the observant technician's number-crunching, the defense contractor agreed to a voluntary refund of \$44,000.



# Personal & Organizational Conflicts of Interest

- Over 27,000 DLA Employees Across the World
- 1.9 Million Active Cage Codes
- Employees
  - Family
  - Friends
  - Neighbors
  - Complete Strangers



# Personal Conflicts of Interest Case Studies

- Your company has submitted a proposal in response to a requirement that was posted to FedBizOpps. Your fishing buddy's wife is the contracting officer.
- Is this a PCI
  - Why or Why Not?
  - What should be done?
- What if the proposal was submitted prior to knowing who the contracting officer was?



# Organizational Conflicts of Interest (OCI) Case Studies

- Company A, prime contractor, awards major subsystem contracts for a major defense acquisition program to Business Units C, D, & E, of the same parent corporate entity. Particularly, the award of subcontracts for software integration or the development of a proprietary software system architecture.
- Is this an OCI?
  - Why or Why not?
  - What should be done?





# OCI Case Studies

- Company A, a large multinational defense contractor, had been hired to assist with the technical factors to be used in evaluating proposals for the acquisition of a highly classified major weapon system. Additionally, Company A's service contract requires their assistance in the evaluation of those technical factors. Company B has submitted a proposal along with four other defense contractors for said acquisition. Company B is a subsidiary of Company A.
- Is this an OCI? Why or Why not?
- What should be done?



# OCI Case Studies

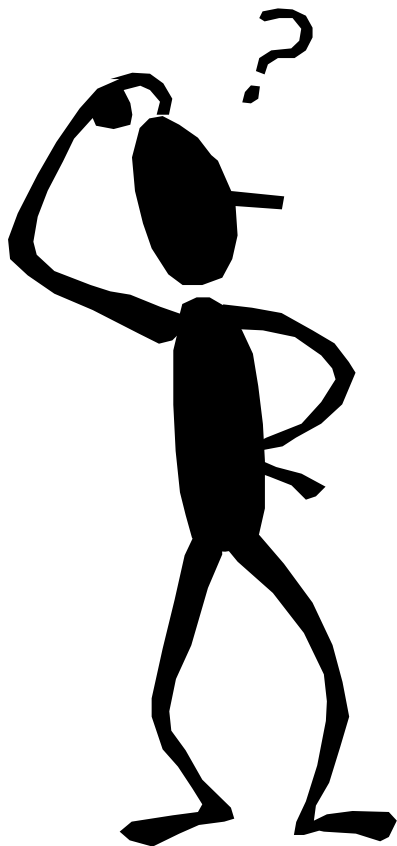
- Same Scenario as on the Previous Page
- Company B is the only proposal submitted
  - Is this an OCI? Why or Why Not?
  - What should be done?



# Do I Have Integrity?

- Can It Be Compromised?
  - Hard Economic Times
  - Affect Family Dynamic
  - Job in Jeopardy
  - Thrill
- Do I Have Integrity?

**Fraud, Waste, & Abuse Hotline: 1-800-232-5454**





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Procurement Systems Supplier Interface Breakout Session

DLA Enterprise Supplier Conference  
June 29-30, 2011



# Agenda Topics

- DLA Internet Bid Board System (DIBBS)
- Automated Best Value System (ABVS)
- Past Performance Information Retrieval System (PPIRS)
- Contractor Performance Assessment System (CPARS)
- Federal Awardee Performance and Integrity Information System (FAPIIS)
- Electronic Subcontracting Reporting System (eSRS)
- EProcurement





# DEFENSE LOGISTICS AGENCY

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## DLA Internet Bid Board System (DIBBS)



# DLA Internet Bid Board System (DIBBS)

- URL: <https://www.dibbs.bsm.dla.mil/>
- One-stop Portal for Vendor Community:
  - View Solicitations
    - Request for Quotations (RFQ)
    - Request for Proposals (RFP)
  - Submit Quotations
  - Access Contract Actions – Awards and Modifications
  - View Clauses and Provisions
  - Access Technical Data – cFolders
  - Access Automated Best Value System (ABVS)
    - Performance Scores utilized in Best Value Award Decisions
  - View Vendor-Specific Messages/Banners



# DLA Internet Bid Board System (DIBBS)

- Future Enhancement:
  - Post-Award Request (PAR)
    - Facility will provide Vendors and External Government Entities ability to:
      - Submit requests directly to Post-Award Personnel
      - Attach pertinent documentation to PAR
      - View previously submitted PARs
      - Obtain current status of submitted PARs



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



**Automated Best Value  
System (ABVS)**

**Past Performance  
Information Retrieval  
System (PPIRS)**



# Automated Best Value System (ABVS)

- URL: <http://www.dscr.dla.mil/proc/abvm/abvm.htm>
- Computerized system which collects contractors' existing past performance (quality and delivery) data and translates it into numeric scores
- Numeric scores utilized by Contracting Officers in Best Value Award Decisions
  - ✓ Comparative assessment/tradeoff among evaluation factors:
    - Evaluated Price
    - Quoted Delivery
    - Past Performance



# Automated Best Value System (ABVS)

- Vendor afforded opportunity to view and challenge negative performance data
- Real-time performance assessments – scores calculated daily
- Vendors are strongly encouraged to review their performance data and contact ABVS administrators to resolve any discrepant performance data





# Past Performance Information Retrieval System (PPIRS)

- The Department of Defense has endorsed the Past Performance Information Retrieval System (PPIRS) as the single authorized system for the receipt and retrieval of contractor past performance data for DoD acquisitions
- PPIRS includes performance data from Military Services and DoD Agencies
- Full PPIRS implementation targeted for 2011
- **Until DLA's implementation of PPIRS, ABVS will be utilized as a proxy to PPIRS**



# Past Performance Information Retrieval System (PPIRS)

- Additional past performance guidance is available in the Defense Logistics Agency Directive DLAD 52.215-9022 (JAN 2009)
- Contractors must be registered in the Central Contractor Registration (CCR) at <http://www.ccr.gov> and obtain a Marketing Partner Identification Number (MPIN) to gain access their PPIRS data
- Details to establish a PPIRS-SR account can be found at <http://www.ppirs.gov>



# Past Performance Information Retrieval System (PPIRS)

- PPIRS registration will enable vendors to access their delivery score and quality classification and any negative data, listed by the Federal Supply Class (FSC)
- PPIRS records may be challenged, if data needs correction



# DEFENSE LOGISTICS AGENCY

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## Contractor Performance Assessment System (CPARS)



# Contractor Past Performance System (CPARS)

- Web-based system used to input data on contractor performance
- Once the data is input to the CPARS system, this data is then uploaded to the Past Performance Information Retrieval System ([PPIRS](#)) database
- CPARS are used as an aid in awarding contracts to contractors that consistently provide quality, on-time products and services that conform to contractual requirements
- CPARS can be used to effectively communicate contractor strengths and weaknesses to source selection officials



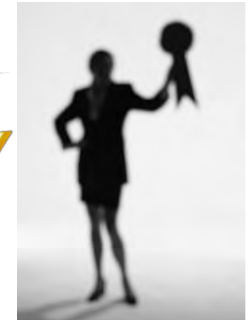
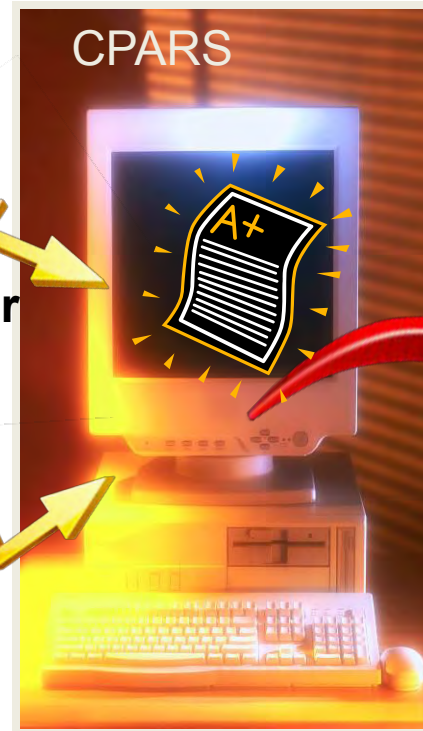
# Past Performance Process Overview



**Gov't Program Manager  
/Contracting Officer**



**Contractor Representative**



**Gov't Source  
Selection Officials**



**Contractor Senior  
Management**





# CPARS Reporting Thresholds

<u>Business Sector</u>	<u>Dollar Threshold</u>
Systems	> \$5,000,000
Ship Repair & Overhaul	> \$500,000
Services	> \$1,000,000
Health Care	> \$100,000
Operations Support	> \$5,000,000
Fuels	> \$100,000
Information Technology	> \$1,000,000

\* Applicable to DLA business

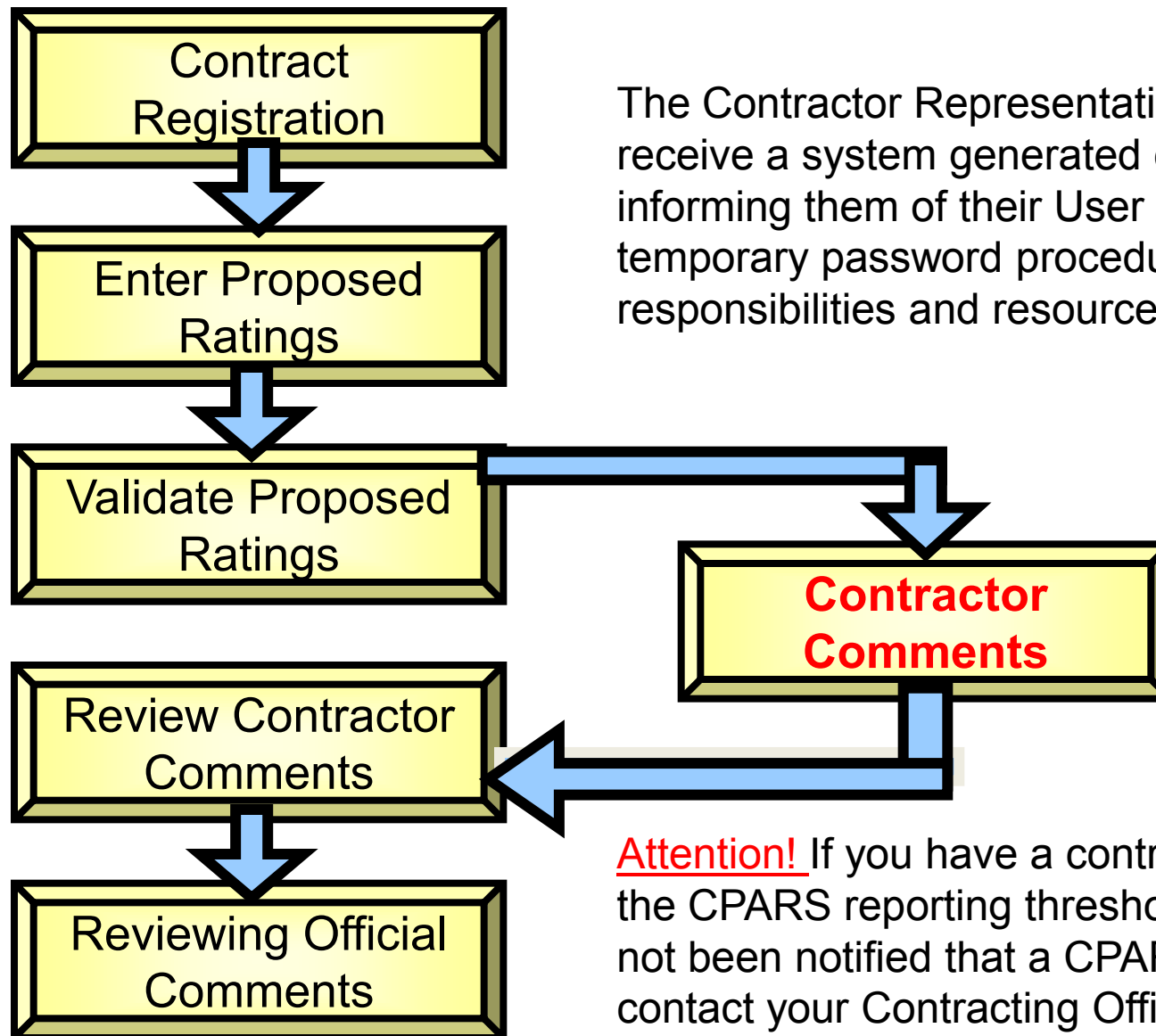


# Contract Types

- Indefinite-Delivery-Indefinite-Quantity (IDIQ) Contracts, Basic Ordering Agreements (BOAs) and Blanket Purchase Agreements (BPAs):
  - Individual CPAR for each order OR one CPAR at basic contract level covering all orders under contract/agreement
  - Contract/agreement should specify assessment procedures
  - Consolidation appropriate if orders similar in scope
- Federal Supply Schedules and GSA Orders:
  - Requiring Activity / Ordering Agency Prepares CPAR Best Position to Evaluate Performance
  - Threshold Determined on Order-by-Order Basis
  - Each Order Reported Individually



# CPARS Workflow



The Contractor Representative will receive a system generated email informing them of their User ID, temporary password procedures, responsibilities and resources available.

**Attention!** If you have a contract meeting the CPARS reporting threshold and have not been notified that a CPAR is required, contact your Contracting Officer.



# Logging In to CPARS

## CPARS/ACASS/CCASS/FAPIIS

[DoD Logon](#) [Contractor Logon \(PKI\)](#) [Contractor Logon \(No PKI\)](#) [Federal Logon](#)

All DoD employees must have a DoD PKI certificate to access the CPARS/ACASS/CCASS web site.

[Click here to determine if you have a valid DoD PKI Certificate](#)

### PKI Information:

All DoD employees (military and civilian), including DoD contractors that are working on site (military/government facilities) or contractors working offsite using Government Furnished Equipment (GFE) are eligible to obtain certificates from DoD PKI. If the contractor doesn't work onsite or with GFE they are encouraged to obtain and use a certificate from an External Certificate Authority (ECA).

### External Certificate Authority:

External Certificate Authorities (ECAs) provide digital certificates to the DoD's private industry partners, contractors using their own equipment or working in non-government facilities, allied partners, and other agencies.

### Approved ECA Vendors:

Operational Research Consultants, Inc. (ORC) <http://www.eca.orc.com>

Verisign, Inc. <http://www.verisign.com/verisign-business-solutions/public-sector-solutions/eca-eca-certificates/index.html>

IdenTrust <http://www.identrust.com/certificates/eca/index.html>

The following site provides additional FAQs on the subject of ECA:

<http://iase.disa.mil/pki/eca/index.html>

[Home](#)

CPARS/ACASS/CCASS/FAPIIS, NAVSEALOGCENDET PORTSMOUTH, NH. Version : 3.3.0, Build Date : 04/30/2009 15:00:00

Phone : (207) 438-1690 [Email Technical Support](#)

View Policy Guide: [CPARS](#) [ACASS](#) [CCASS](#) [FAPIIS](#)

## Contractor Users:

- User ID Required
- PKI Certificate Encouraged (Purchase from External Certificate Authority)
- Password Required if No PKI Certificate



# Contractor Responsibilities

- ☒ 30 Days to Respond
  - System Generated Weekly Email Notifications
- ☒ 7 Days to Request Meeting to Discuss CPAR
- ☒ Review Admin Info (Blocks 1-17) , Ratings and Narratives
- ☒ Provide Clear and Concise Responses (Block 22)
  - 16,000 Character Limit (approximately 3 pages)
- ☒ Provide Concurrence / Non-Concurrence, Name & Title (Block 23)
- ☒ Send to Assessing Official



# Additional Information

- Help Desk (Mon-Fri 6:30am- 6:00pm EST)  
DSN: 684-1690  
Commercial: 207-438-1690
- Email: [webptsmh@navy.mil](mailto:webptsmh@navy.mil)
- CPARS Web Site: (<https://www.cpars.csd.disa.mil/>)
  - Feedback
  - FAQ
  - Policy Guides
  - User Manual
  - Training Information
  - **Request "Corporate Senior Management Access"**





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## Federal Awardee Performance and Integrity Information System (FAPIIS)



# Federal Awardee Performance and Integrity Information System (FAPIIS)

- What is FAPIIS?
  - A one stop location for information on the integrity and performance of covered Federal agency contractors and grantees
  - Addresses requirements set forth in the Duncan Hunter National Defense Act of 2009
  - Required by FAR 9.105 and 42.1503
  - Pulls records from CPARS-FAPIIS, CCR, EPLS and record counts from PPIRS-RC
  - Government users input records in CPARS, Government users and vendors retrieve data through PPIRS (RC or SR)
  - Vendors may only access records for their own CAGE code
  - Records are retained for five years after the action date



# Federal Awardee Performance and Integrity Information System (FAPIIS)

- Record Types (CPARS-FAPIIS)
  - Defective Pricing
  - Non-Responsibility Determination
  - Recipient Not Qualified Determination
  - Termination for Cause
  - Termination for Default
  - Termination for Material Failure to Comply
- Other Record Types
  - Proceedings Information (From CCR)
  - Suspension/Disbarment Information (From EPLS)
  - Number of PPIRS-RC Records



# Federal Awardee Performance and Integrity Information System (FAPIIS)

- Contractor Responsibilities
  - 52.209-7 “Information Regarding Responsibility Matters”
    - Requires vendors to report information relating to civil, criminal and administrative proceedings on solicitations greater than \$500K and when vendor has federal contracts/grants greater than \$10M
    - Information to be reported through the Central Contractor Registration (CCR)
  - 52.209-8 “Updates of Information Regarding Responsibility Matters”
    - Requires vendors to update information in FAPIIS on a semi-annual basis for the life of the contract, through CCR
    - Provides contractors an opportunity to post comments regarding records submitted by the Government



# Federal Awardee Performance and Integrity Information System (FAPIIS)

Logon at [www.ppirs.gov](http://www.ppirs.gov)

## Contractor Main Menu

PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM (PPIRS)	
<a href="#">Main Menu</a> <a href="#">Logout</a> <b>Account Menu Items</b> <a href="#">View Account</a> <b>Report Menu Items</b> <a href="#">Assessment Reports Inquiry (RC)</a> <a href="#">Summary Report (SR)</a> <a href="#">FAPIIS Reports</a> <b>Services Menu Items</b> <a href="#">Help</a> <a href="#">Feedback</a>	<b>AWARDEE/CONTRACTOR MAIN PAGE</b>  Welcome  DUNS: 999999999 9999 CAGE CODE: CPARS  The Past Performance Information Retrieval System is a government-wide application that provides timely and pertinent contractor past performance information to the Federal acquisition community for use in making source selection decisions. PPIRS assists Federal acquisition officials making source selections by serving as the single source for contractor past performance data. Confidence in a prospective contractor's ability to satisfactorily perform contract requirements is an important factor in making best value decisions in the acquisition of goods and services.  For Official Use Only - to be used for deliberative source selection purposes only.



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## FAPIIS Summary Screen

FAPIIS REPORTS		
<b>Awardee: TEST COMPANY</b>		
<b>Summary of All Reports</b>		
Select radio button to see the report type details.		
Select	Report Type	Count
<input type="radio"/>	Defective Pricing	3
<input type="radio"/>	Non-Responsibility Determination	3
<input type="radio"/>	Recipient Not-Qualified Determination	2
<input type="radio"/>	Termination for Cause	3
<input type="radio"/>	Termination for Default	6
<input type="radio"/>	Termination for Material Failure to Comply	4
Select	Extended System Report Source	
<input type="radio"/>	Central Contractor Registration (CCR)	
<input type="radio"/>	PPIRS Report Cards (PPIRS-RC)	
<input type="radio"/>	Excluded Parties List System (EPLS)	





# Federal Awardee Performance and Integrity Information System (FAPIIS)

## FAPIIS Summary Screen, CCR Records

Central Contractor Registration (CCR)		
<ul style="list-style-type: none"><li>• Question: Does your business or organization (including parent organization, all branches, and all affiliates worldwide) have current active Federal contracts and/or grants with total value (including any exercised/unexercised options) greater than \$10,000,000? ***Contractor Response: <b>Yes</b></li></ul>		
<ul style="list-style-type: none"><li>• Question: Within the last five years, has your business or organization (including parent organization, all branches, and all affiliates worldwide) and/or any of its principals, in connection with the award to or performance by your business or organization of a Federal or State contract or grant, been involved in a (1) criminal proceeding resulting in a conviction or other acknowledgment of fault; (2) civil proceeding resulting in a finding of fault with a monetary fine, penalty, reimbursement, restitution, and/or damages greater than \$5,000, or other acknowledgment of fault; and/or (3) administrative proceeding resulting in a finding of fault with either a monetary fine or penalty greater than \$5,000 or reimbursement, restitution, or damages greater than \$100,000, or other acknowledgment of fault? ***Contractor Response: <b>Yes</b></li></ul>		
CCR Proceedings For: TEST COMPANY (999999999)		
Disposition Date	Instrument ID	Instrument Number
2008-08-07-13.25.58.000000	InstrumentID1 S1	InstrumentNumber1
Proceeding Type	Disposition	Description of Disposition
ProceedingType1	Disposition1	This line contains 500 characters: Notwithstanding the above, using this IS does not constitute consent to PM, LE or CI investigative searching or monitoring of the content of privileged communications, or work product, related to personal representation or services by attorneys, psychotherapists, or clergy, and their assistants. Such communications and work product are private and confidential. See User Agreement for details. Notwithstanding the above, using this IS does not constitute consent



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## FAPIIS Summary Screen, EPLS Info

PIIRS Report Cards (PIIRS-RC)		
Awardee	DUNS	Status/Count
TEST COMPANY	999999999	2

Excluded Parties List System (EPLS)	
Record Found	
<b>Identification</b>	
Name	Northcoast Testing, Inc
Classification	Firm
Exclusion Type	Reciprocal
Description	none
<b>Address(es)</b>	
Address	4720 Great Northern Blvd, North Olmstead, OH , 44070
DUNS	149588241
<b>CT Action(s)</b>	
Action Date	
Termination Date	N/A
CT Code	<a href="#">22</a>
Agency	OPM
EPLS Create Date	
EPLS Modify Date	N/A



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## Detail Record (Top)

### Selected Individual Occurrence Report Record

Select radio button to see the report .pdf file.

.pdf file	Report Date	FAPIIS Record Number	Report Type
<input type="radio"/>	01/02/2005	0001	Defective Pricing

### FAPIIS Record Details

#### DOCUMENT INFORMATION

**Record Type:** Defective Pricing **Record Date:** 2005-01-02  
**Contract Award ID Number:** N451100Q08976  
**Contract Referenced Award ID Number:** GS12345678  
**NAICS:** 223354 **Product/Service Code:** 6543

#### AWARDEE INFORMATION

**DUNS:** DUNS01 **CAGE Code:** 1NLA7  
**Awardee Name:** Billings Machine and Tool, Ltd.  
**Doing Business As:** BMT, Ltd.  
**Address (1):** 4135 North Broadway  
**Address (2):** Suite 224B  
**City:** Portsmouth **Province/State:** NH **Postal/Zip Code:** 03801  
**Country:** United States

#### REPORTING AGENCY INFORMATION

**Agency Name:** DEPT OF THE NAVY  
**Contracting Office Code:** n65538  
**Contracting Officer Name:** Sam Tester  
**Phone Number:** 555-123-4567 x226 **FAX Number:** 555-123-4568



### Detail Record (Historical Record of Contractor Comments)

30



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## Detail Record (Contractor Comments Input)

<b>Enter Optional Comment Section</b>		
--In order to save comments, you must provide the following user information:		
Name:	<input type="text"/>	
Email:	<input type="text"/>	Phone: <input type="text"/>
--Enter comments here. Max 1000 characters.		
<div><div></div></div>		
<input type="button" value="Save Comments"/>	<input type="button" value="Cancel"/>	Current character count: <input type="text"/>



# Federal Awardee Performance and Integrity Information System (FAPIIS)

## Additional Information

Help Desk (Mon-Fri 6:30am-6:00pm EST)

Commercial: 207-438-1690

DSN: 684-1690

Email: [webptsmh@navy.mil](mailto:webptsmh@navy.mil)





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Electronic Subcontracting Reporting System (eSRS)

Susan Williams



# Agenda

- What is Electronic Subcontracting Reporting System (eSRS)?
- Policy – FAR/DFAR
- Types of Subcontracting Reports:
  - Subcontract Reports (ISR)
  - Subcontract Reporting (SSR)
  - Subcontract Reporting (SDB)
- eSRS System Information - eSRS Data Flow
- eSRS Demo - eSRS Contractors Registration
- Tip for DoD Contractors Submitting Subcontracting Reports
- DoD Subcontracting Program: “The Basics 2011”



# Electronic Subcontracting Reporting System (eSRS)

- Electronic Subcontracting Reporting System (eSRS) is a Government-wide, electronic, web-based system where contractors submit required reports. <http://www.esrs.gov>.
- System eliminates the need for paper submissions and processing of Standard Form (SF) 294 and 295s.
  - Individual Subcontracting Report (ISR) replaces the SF 294
  - Summary Subcontracting Report (SSR) replaces the SF 295
  - Year –End Report
  - Small Disadvantaged Business Participation Report (SDB)



# Policy

- FAR 52.219-9
- DFARS 252.219-9
- Small Business Subcontracting Plan (and Deviations), identified different subcontracting plans and their reporting requirements.
- **Types of Subcontracting Reports:**
  - Individual Subcontract Plan requires Individual Subcontract Report (ISR) and Summary Subcontract Report (SSR)
  - Commercial Subcontract Plan requires Summary Subcontract Report (SSR)



# Subcontract Reports (ISR)

- Due April 30 and Oct 30 (semiannually)
- Includes subcontracting \$ from the beginning of the contract through the end of the reporting date (Mar 31 and Sep 30)
- Contractor identifies contract administering office if different from office awarding contract



# Subcontract Reporting (SSR)

- Individual Subcontract Plan (non-construction/maintenance)
  - Due April 30 and Oct 30 (semiannually)
  - SSR includes **all** subcontracting \$ under DoD contracts for a prime contractor and a subcontractor
  - Contractor identifies DoD Department/Agency which administers majority of its subcontracting plans
- Individual Subcontract Plan (construction/maintenance)
  - Due April 30 and Oct 30 (semiannually)
  - Separate SSRs to each DoD Department/Agency which awarded construction and maintenance type contracts





# Con't Subcontract Reporting (SSR)

- Commercial Subcontract Plan
  - Due Oct 30 (annually)
- SSR includes **all** subcontracting \$ for entire product line or service (both private sector and federal government)
- Contractor determines % attributable to federal government agencies (most likely should not be greater than 30%)
- Contractor identifies the agency that approved Commercial Subcontract Plan



# Subcontract Reporting (SDB)

**Year-End Supplementary Report (SDB):** (Oct 1- - Sep 30)

- Submit with end-of year SSR (Individual Subcontract Plan)

**SDB Participation Report:**

- If contract includes this reporting requirement, report can be submitted via eSRS



# eSRS System Information

## eSRS Data Flow



**Electronic Subcontracting  
Reporting System (eSRS)**



**Vendor**



**ISR or SSR  
Specifics**

- Date Submitted
- Reporting Period
- Prime or Sub
- Major Product or Service Lines
- Goal Dollars by Option Year
- Actual Dollars for Each Business Type



# eSRS Demo

## eSRS Contractors Registration

The screenshot displays the eSRS (Integrated Acquisition Environment Electronic Subcontracting Reporting System) website. At the top, the eSRS logo is accompanied by the text "Integrated Acquisition Environment Electronic Subcontracting Reporting System". To the right, there are logos for "E-GOV" and "USA.gov".

In the center-left, a yellow box titled "Log-In or Register Now:" contains two buttons: "GOVERNMENT" and "CONTRACTORS". A red arrow points to the "CONTRACTORS" button. Below this box, a message states: "Please use Internet Explorer 6.0+, Mozilla Firefox 2.0+, or Apple Safari 3.0+ to access eSRS."

Below the message, another yellow box contains text: "Department of Defense organizations that handle unclassified contracts will use eSRS in October 2008. Classified contract reporting should still be done through your government contracting official."

At the bottom, there are three buttons: "Training", "About eSRS", and "FAQs".

On the right side, under the heading "Documents", there is a section for "User Guides" with a list of links: "» [eSRS Contractor Guide](#)", "» [eSRS Agency Coordinator Guide](#)", "» [eSRS CO Guide](#)", "» [eSRS POC Guide](#)", and "» [eSRS DGU Guide](#)". A red arrow points to the "eSRS Contractor Guide" link. Below this is a section for "Training Materials" with links: "» [eSRS Quick Reference for Federal Government Contractors filing SSR for Individual Subcontract Plan](#)" and "» [eSRS Quick Reference for Federal Government Prime Contractors filing ISR](#)".

Handwritten red text "Choose Contractors" is overlaid on the page, with a red arrow pointing from the text to the "CONTRACTORS" button.



# Tip for DoD Contractors Submitting Subcontracting Reports

- Tips for DoD Contractors Submitting Subcontracting Reports" is posted on the DAU website at the below link.

<https://acc.dau.mil/CommunityBrowser.aspx?id=228011&lang=en-US>



# DoD Subcontracting Program: The Basics

- The Basics for 2011 –  
“DoD Subcontracting Program” is posted on the Office of Small Business Program (OSBP) website at the below link.

<http://www.acq.osd.mil/osbp> under Doing Business with DoD





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## EProcurement Discussion



# EProcurement Overview

## EProcurement Background and Objectives

- Enterprise Procurement, also known as EProcurement, is one of the ongoing Enterprise Business System (EBS) projects supporting the *Director's Guidance for Fiscal Year 2010*. EProcurement will deliver key functionality improvements to EBS and bring effective warfighter support at optimal cost
- The goal of EProcurement is to create a single contract writing and contract administration tool within EBS
- The system extends DLA's Enterprise Resource Planning (ERP) procurement solution to support the end to end procurement process (Procure to Pay)
  - Includes procurement functionality for consumables, services, and depot level reparable (DLR)



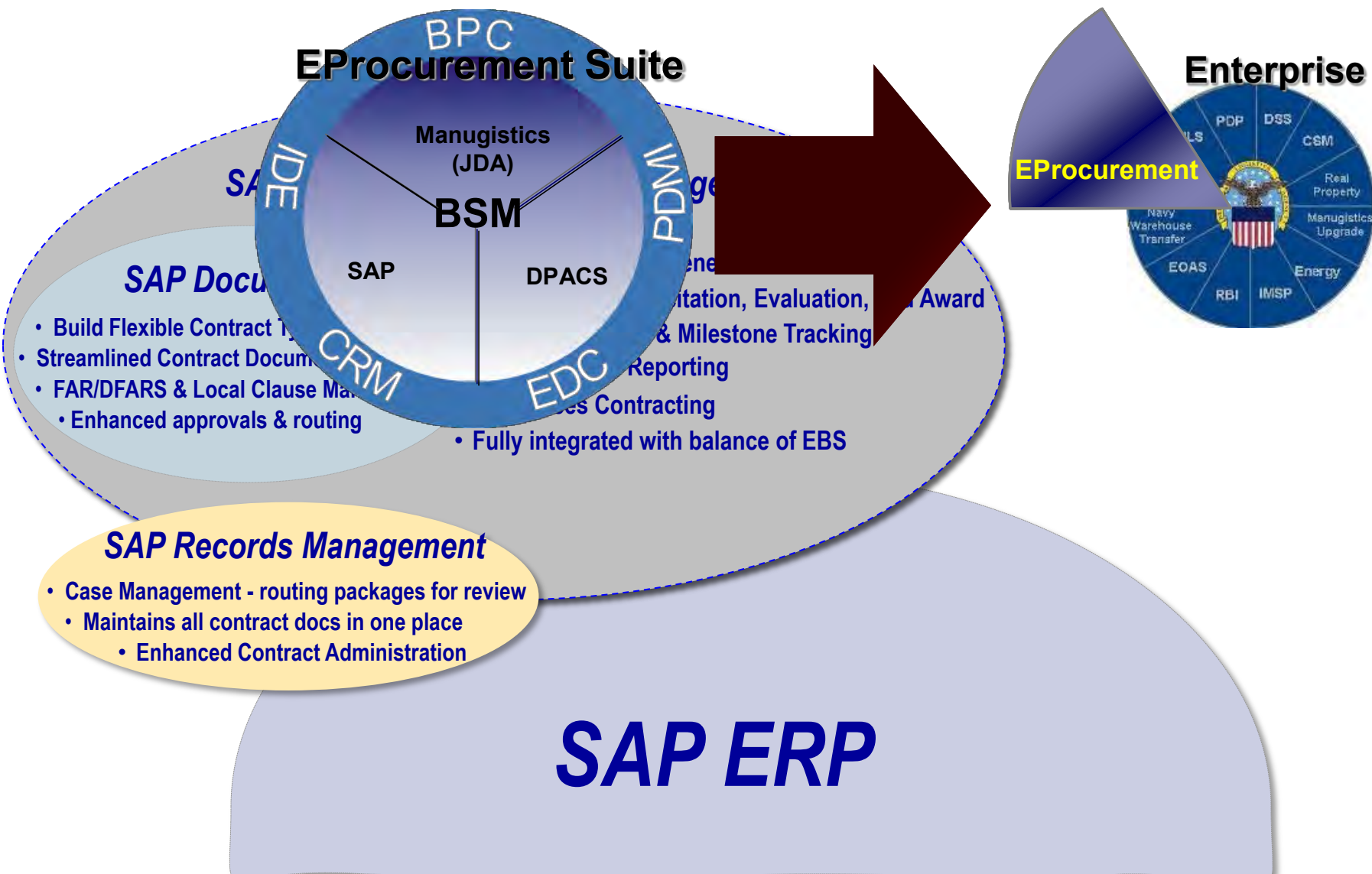
# EProcurement Overview

## EProcurement Background and Objectives

- The system is a suite of software applications to be integrated with existing SAP products, including:
  - SAP's Supplier Relationship Management (SRM) with Procurement for Public Sector (PPS)
  - SAP Document Builder
  - SAP Records and Case Management
- These new components will be integrated with existing SAP products, including SAP Enterprise Resource Planning (ERP), SAP Business Warehouse (BW) and SAP Enterprise Portal
- EProcurement will be rolled out to approximately 7,100 users



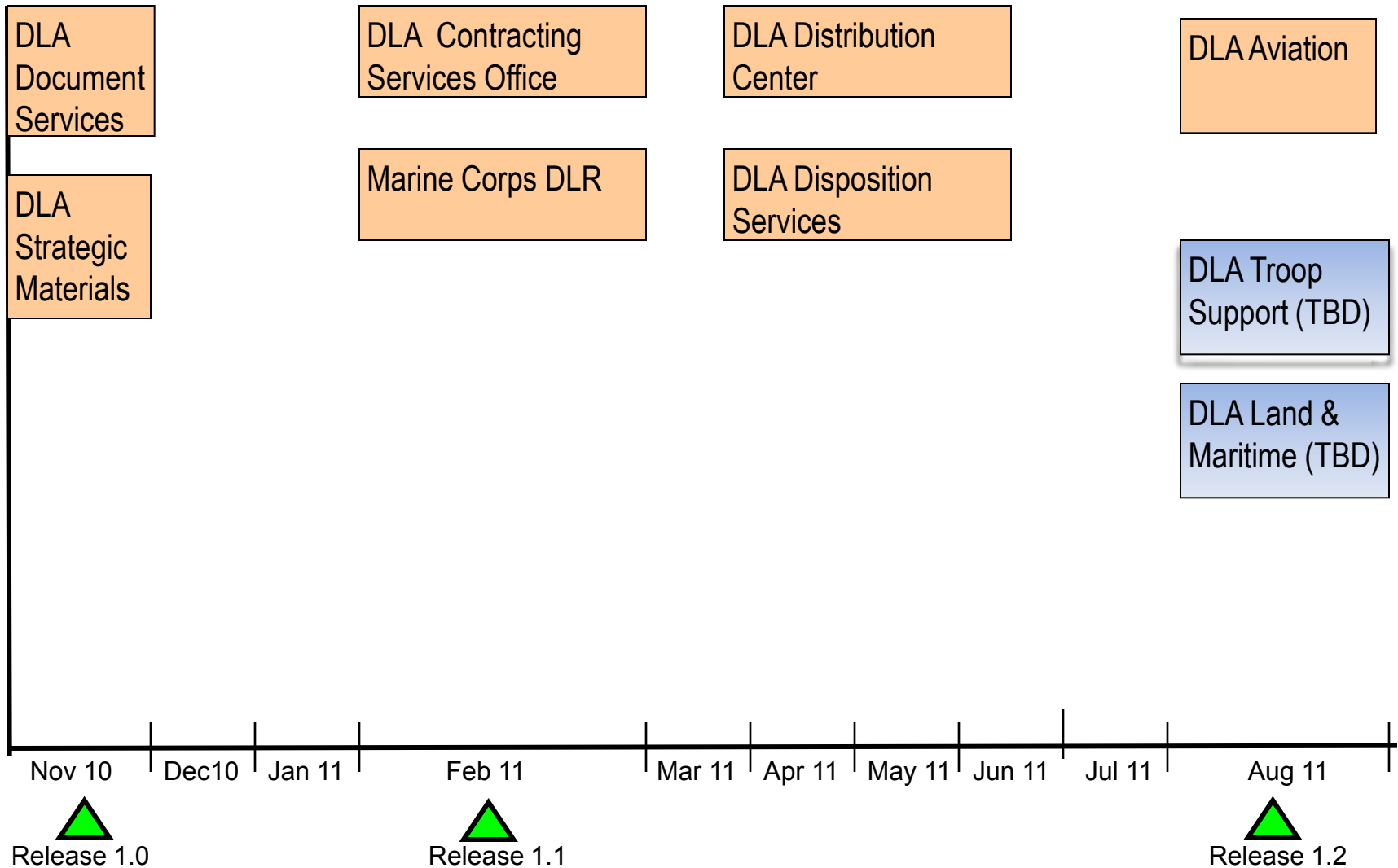
# What EProcurement will do...





# EProcurement

## Release Schedule





# Release Compositions

	Release 1.0	Release 1.1	Release 1.2
<b>Organization(s)</b>	DLA Document Services and DLA Strategic Materials (~50 users)	DLA Document Services, DLA Distribution, DLA Disposition Services, DLA Strategic Materials, DCSO-P, and DLR (~320 users)	All DLA Organizations (~4000 core users)
<b>Scope</b>	Manual Delivery Order Process	<ul style="list-style-type: none"><li>• Manual one-time buy</li><li>• IMSP and DLR Baseline Manual Capabilities</li></ul>	Full Procurement Capabilities
<b>Deployment Approach</b>	Single deployment to Mechanicsburg, PA	Mechanicsburg New Cumberland, Philadelphia, Battle Creek, and Ft Belvoir	Staggered Deployment
<b>Percent of Full Functionality</b>	20%	50%	100%
<b>Percent of Total Users</b>	1.25%	8%	100%





# Release Compositions (cont'd)

Functionality	Release 1.0	Release 1.1	Release 1.2
<b>Manage Purchase Requisition</b>	<ul style="list-style-type: none"><li>Manually enter PR</li><li>Manually assign workload</li><li>CCR interface</li></ul>	<ul style="list-style-type: none"><li>Manually enter PR</li><li>Manually assign workload</li><li>CCR interface</li><li>MIPR processing</li></ul>	<ul style="list-style-type: none"><li>Automated PR processing</li><li>Automated workload management</li><li>LTC Tracker (manage LTCs)</li><li>Automated referrals</li></ul>
<b>Source &amp; Solicit</b>	<ul style="list-style-type: none"><li>PRs manually sourced against Long Term Contracts (LTCs)</li><li>SF1449 form used to generate solicitations</li><li>Manual Synopsis to FBO</li><li>Vendor quote loaded manually</li><li>Awards output on DD1155 or SF1449</li><li>FPDS-NG entered manually</li><li>Manual P-Card processing</li></ul>	<ul style="list-style-type: none"><li>Forms added including SF18, SF33, SF26, SF30, and SF1442</li><li>Interfaces for Depot Level Reparables</li><li>Interfaces with EPLS , EDA, and ORCA</li><li>Records Management (RM) repository</li><li>Local Forms generation</li><li>Bid evaluation support</li><li>EDI 850 and 860 (outbound)</li></ul>	<ul style="list-style-type: none"><li>Automated solicitations</li><li>Automated evaluations</li><li>Automated Delivery Order processing</li><li>Interfaces to FBO, ORCA, and FPDS-NG</li><li>Web posting of solicitations quotes, and awards</li><li>EDI 840, 824, and 860 (inbound)</li></ul>
<b>Manage Award</b>	Modifications to awards will be entered manually and SF30 will need to be produced outside of system.	Modifications to awards will be entered manually and SF30 will be produced within the system.	<ul style="list-style-type: none"><li>Automated Post Award Referral functionality</li><li>Extended RM functionality</li></ul>
<b>Manage Vendor Performance</b>	Performance tracked manually	Performance tracked manually	PPIRS updated automatically
<b>Receipt &amp; Invoice</b>	Receipts and invoices will be processed via WAWF or manually	Receipts and invoices will be processed via WAWF, EDI, or manually	Receipts and invoices will be processed via WAWF, EDI, or manually



# EProcurement Important Points

## Items of Interest to the Vendor Community:

- There may be brownout periods for solicitations and awards as items are migrated to the new system.
- Some minor changes to solicitation and award document formatting are possible.
- Some minor changes to EDI transaction formatting are possible.
- DLA Internet Bid Board System (DIBBS) functionality/document posting will not be available for sites going live in Releases 1.0 and 1.1 until Release 1.2 goes live.
- On-line Post Award Request (PAR) functionality will be available to vendors via DIBBS in Release 1.2.
- We will provide ongoing relevant information to vendors regarding all changes via the DIBBS website and direct communications from each DLA site to their vendor communities.



# Questions?

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## REVERSE AUCTIONS

27-30 JUNE 2011





# DLA Reverse Auction Process

- Web-based, price negotiation tool for competitive procurements in which suppliers continue to lower their prices until auction closes.
- Commercial or Non-Commercial Items that are either Fully Competitive or have Multiple Sources.

<https://govauctions.sourcing.ariba.com>





# DLA Reverse Auction Process

- **DLAD 52.215-9023 Reverse Auction (OCT 2009)**
- The Reverse Auction provision will be included in the solicitation. However, if the acquisition environment changes during the solicitation period, the RA provision can be negotiated into the process during discussions



# REVERSE AUCTION

## BREAKOUT SESSION

### 52.215-9023 Reverse Auction

#### 52.215-9023 Reverse Auction (JAN 2011) - DLAD

*The Contracting Officer may utilize on-line reverse auctioning as a means of conducting price discussions under this solicitation. If the Contracting Officer does not conduct a reverse auction, award may be made on the basis of initial offers or following discussions not using reverse auctioning as a pricing technique. If the Contracting Officer decides to use on-line reverse auctioning to conduct price negotiations, the Contracting Officer will notify offerors of this decision and the following provisions will apply.*

*(a) The award decision will be made in accordance with the evaluation factors as set forth in the solicitation. The reverse on-line auction will be used as a pricing technique during discussions to establish the final offered prices from each offeror. These prices will be used in conjunction with the evaluation factors stated elsewhere in the solicitation in order to make the award decision in accordance with the basis for award stated in the solicitation.*

*(b) Following the decision to conduct discussions using on-line reverse auctioning as a pricing technique, the Contracting Officer or his/her representative will provide offerors determined to be in the competitive range with information concerning the on-line auction process. The Government intends to use a commercial web-based product to conduct the reverse auction.*

*(c) Prior to or simultaneously with conducting the on-line reverse auction, the Contracting Officer may hold discussions with the offerors concerning matters appropriate for discussion, such as issues involving technical proposals or unbalanced pricing.*

*(d) Prior to the on-line auction, the Government will determine whether either all offerors' prices or just the lowest offeror's price(s) will be disclosed to other offerors and anyone else having authorized access to the on-line auction. This disclosure is anonymous, meaning that each offeror's identity will be concealed from other offerors (although it will be known to the Government). If the Government opts to disclose one or more offerors' prices, only generic identifiers will be used for each offeror's proposed pricing (e.g., "Offeror A", or "lowest priced offeror"). By submitting a proposal in response to the solicitation, offerors agree to participate in the reverse auction and that their prices may be disclosed, including to other offerors, during the reverse auction.*

*(e) An offeror's final auction price will be considered its final proposal revision. No price revisions will be accepted after the close of the reverse auction, unless the Contracting Officer decides that further discussions are needed and final proposal revisions are again requested in accordance with [FAR 15.307](#).*

*(f) The following information is provided regarding the procedures to be followed if a reverse auction is conducted.*

*(1) Each offeror identified by the Contracting Officer as a participant in the reverse auction will be contacted by DLA's commercial reverse auction service provider to advise the offeror of the event and to provide an explanation of the process.*

(



# REVERSE AUCTION

## BREAKOUT SESSION

***2) In order for an Offeror to participate in the reverse auction, such offeror must agree with terms and conditions of the entire solicitation, including this provision, and agree to the commercial reverse auction service provider's terms and conditions for using its service. Information concerning the reverse auction process and the commercial service provider's terms and conditions is available at [https://govauctions.sourcing.ariba.com].***

***(3) Offerors shall secure the passwords and other confidential materials provided by the commercial reverse auction service provider or the Government and ensure they are used only for purposes of participation in the reverse auction. Offerors shall keep their own and other offerors' pricing in confidence until after contract award.***

***(4) Any offeror unable to enter pricing through the commercial reverse auction service provider's system during a reverse auction must notify the Contracting Officer or designated representative [insert name and contact information for designated representative] immediately. The Contracting Officer may, at his/her sole discretion, extend or re-open the reverse auction if the reason for the offeror's inability to enter pricing is determined to be without fault on the part of the offeror and outside the offeror's control.***

***(5) The reverse auction will be conducted using the commercial reverse auction service provider's website: [ <https://govauctions.sourcing.ariba.com> ]. Offerors shall be responsible for providing their own computer and Internet connection.***

***(6) Training:***

***(i) The commercial reverse auction service provider and/or a Government representative will provide familiarization training to offerors' employees; this training may be provided through written material, the commercial reverse auction service provider's website, and/or other means.***

***(ii) An employee of an offeror who successfully completes the training shall be designated as a 'trained offeror.' Only trained offerors may participate in a reverse auction. The Contracting Officer reserves the right to request that offerors provide an alternate offeror employee to become a 'trained offeror.' The Contracting Officer also reserves the right to take away the 'trained offeror' designation from any trained offeror who fails to abide by the solicitation's or commercial reverse auction service provider's terms and conditions.***

***(End of Provision)***



# DLA Reverse Auction Process

- If the Reverse Auction clause/provision is part of the solicitation, it does **not** have to be exercised. It provides the Contracting Officer the **option** to perform a Reverse Auction
- The Reverse Auction Representative from each supply chain will **prepare** a training or mock auction, **train** the contractors that will participate in the auction, **create** the auction, and **execute** the auction
- All Reverse Auction training is conducted using a Training or Mock auction prior to entering into a live environment



# DLA Reverse Auction Process

- The Mock or Training auction will allow all vendors in the **competitive range** to participate in the live mock auction. The items, quantities, and prices shown will be changed, so no offeror gains a competitive edge.
- All correspondence should be **emailed** to ensure continuity of information
  - **Questions:** Procurement related go to the Acquisition Specialist or Contracting Officer
  - **Questions:** Auction or system related should be sent to the Reverse Auction Representative



# DLA Reverse Auction Process

- **NO** proprietary information is shared with other offerors.
- In Low Price Technically Acceptable (**LPTA**) only the Low Price will be displayed in most cases, the vendor's name is **not** displayed on the screen.
- In a **Tradeoff** situation, where past performance, etc. is more important than price, usually you will only see your own **RANK**





# DLA Reverse Auction Process

- Auctions will last approximately 20-40 minutes depending upon the complexity of the acquisition situation.
- The end of the live auction will constitute **Final Proposal Revisions**, unless additional discussions are required by the Contracting Officer.
- The evaluation and award process is **not** changed by the reverse auction process.



# DLA Reverse Auction Process

- Successful offerors will be notified through the same processes currently in place.
- **Remember:** the Reverse Auction is **ONLY** a method of price negotiation.
- It is designed to save the government money and streamline the negotiation process **ONLY**.



# REVERSE AUCTION

## BREAKOUT SESSION

In addition to significant cost savings, this pricing tool provides:

### **Improved Acquisition Times:**

The online Reverse Auction tool improves the acquisition time by providing contracting officers and their respective buyers a ready, simple, and easy-to-use contracting method for negotiating prices quickly and efficiently. It also reduces the time required for item delivery because of the shortened price negotiation process.

### **Access to New Suppliers and Markets:**

Use of web-based acquisition tools opens new market opportunities/increased supplier base than prior acquisition techniques.



## CY 2011 Enterprise Wide Reverse Auction Actual Savings

	DLA Aviation	DLA Distrib.	DLA Troop Support	DLA Land & Maritime	
<b>2011 Total</b>	\$0	\$20	\$9.4K	\$513K	<b>DLA Wide \$522K</b>
<b>2010 Total</b>	\$37,382	\$0	\$1,975,710	\$825.00	<b>DLA Wide \$2.01M</b>

**To Date**  
(Jan10-Mar 11)

**DLA Wide  
\$2.53M**



# Sample of Reverse Auction Savings

<u>ITEM</u>	<u>SAVINGS</u>	<u>COMMENTS</u>
Vacutote Container	\$269,000	2 vendors participated. Initial offer was low offer at auction conclusion. Resulted in unit price savings of \$15 per unit from previous price paid.
Vacutote Container (Second RA for this Item)	\$82,000	4 vendors participated. RA resulted in a unit price savings of \$2.79.
Tamper	\$58,200	5 vendors participated. Initial low offer was low offer at auction conclusion. Low offeror submitted an alternate item that was approved, resulting in a unit price savings of \$194 from previous price paid.



# Fire Extinguisher Reverse Auction Details

## Items:

- NSN 4210-00-889-2491

Extinguisher, Fire, Dry Chemical, 10 lbs

I/A/W CID A-A-393A

Annual Demand Quantity: 82,675 ea

- NSN 4210-00-889-2492

Extinguisher, Fire, Dry, Chemical, 20 lbs

I/A/W CID A-A-393A

Annual Demand Quantity: 19,601 ea

## Auction

- Six (6) vendors participated in auction:
  - 2 Manufacturers & 4 Dealers
- Scheduled time: 20 minutes
  - Quiet period: 3 minutes
- Total time of auction: 22 minutes
- Final negotiated unit prices:
  - Item 0001: \$30.00
  - Item 0002: \$60.00

## History:

- NSN 4210-00-889-2491

11/2009 SPM8EH10V0112 284 ea \$42.80 \$12,155.20

7/2009 FFBBCI GSA 320ea \$40.55 \$12,976.00

- NSN 4210-00-889-2492

2/2010 SPM8EG08D0018 2000 ea \$61.92 \$123,840

12/2009 SPM8EG08D0012 2358 ea \$63.00 \$148,554

## Savings:

- NSN 4210-00-889-2491

- Government estimate \$38.68

- Final Reverse Auction Price \$30.00

- NSN 4210-00-889-2492

- Government estimate \$67.94

- Final Reverse Auction Price \$60.00

**5 Year Savings: \$4,366.254.70 (19.3%)**





# REVERSE AUCTION

Demonstration: by Michael Massello



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Supply Chain Focused R&D

**Joe Seawell**

**Julie Tsao**

**Leo Plonsky**

**DLA Industry Conference & Exhibition**

**29 June 2011**



# Agenda

- **DLA Logistics R&D Programs**
- **Item Level RFID for Manufacturing**
  - **Customer Driven Uniform Manufacturing (CDUM)**
- **R&D for Reliable Supply Chains**
  - **Weapon System Sustainment**
- **Discussion & Questions**



# Fiscal Year 2011 R&D Portfolio

Subsistence	Clothing & Textiles	Medical	Energy	Const / Equip	Maritime	Land	Aviation
Combat Rations Network \$1.9	Customer Driven Uniform Mfg. \$4.2	Medical Logistics Network \$2.8	Energy Readiness \$2.2	Castings \$2.6			
				Forgings \$1.2			
	Tent Network \$1.0			Weapon System Sustainment \$5.6			
				Microcircuit Emulation \$10.8			
				Battery Network \$1.0			
Supply Chain Enablers							
Supply Chain Management \$3.0							
Strategic Distribution and Reutilization \$3.6							
Defense Logistics Information Research \$2.3							
0708011S - Industrial Preparedness (ManTech)				0603712S - Logistics R&D Tech Demo			
Small Business Innovation Research (\$TBD)							





# Logistics R&D Tech Demo



Distribution and Disposition



Logistics Information



Weapon Systems Sustainment



Energy



Medical



# Industrial Preparedness (ManTech)



Clothing & Individual Equipment



Combat Rations



Microcircuits



Castings



Forgings



Batteries





# Agenda

- **DLA Logistics R&D Programs**
- **Item Level RFID for Manufacturing**
  - **Customer Driven Uniform Manufacturing (CDUM)**
- **R&D for Reliable Supply Chains**
  - **Weapon System Sustainment**
- **Discussion & Questions**



# Objectives

- Demonstrate the following improvements throughout the DLA Troop Support Clothing and Textile (C&T) supply chain by applying item level RFID technology:
  - Increased accuracy of Point of Sale Data
  - Increased inventory accuracy
  - Increased asset visibility and traceability
  - Streamline supply chain processes
  - More timely identification of recalled assets
- Work with multiple manufacturers and RFID Solution Providers to address various technology application issues associated with varying industrial base capabilities
- Develop a systematic methodology for technology roll out to other C&T manufacturers
- Improve the delivery of C&T items to the Warfighter



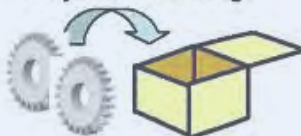
# DoD AIT CONOPS - 2007

## CDUM FOCUS

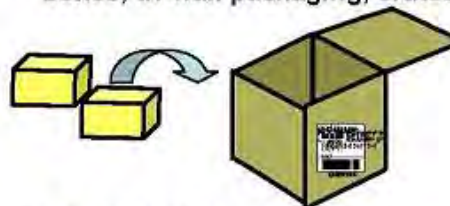
Layer 0—Product Item



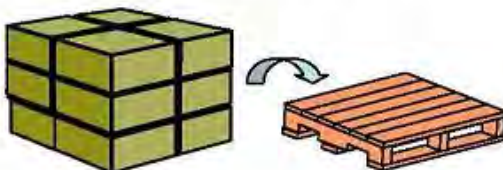
Layer 1—Package



Layer 2—Transport Unit (cartons, boxes, tri-wall packaging, crates, etc.)



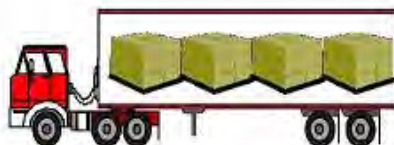
Layer 3—Unit Load (items held together as a single unit)



Layer 4—Freight Container (sea vans, 463L pallets with net)



Layer 5—Movement Vehicle (truck, aircraft, ship, train)





# CDUM C&T Supply Chain Demonstration

## Clothing and Textile Manufacturers

## Wholesale

## Service Clothing Issue Points

**ABU  
Supply  
Chain**

Cutters &  
Assemblers

Packagers

3PLs &  
DSCP C&T

Service Clothing  
Issue Activities

**Warmkraft, Inc**

3PL-  
Travis Industries  
for the Blind

Lackland AFB  
Recruit Training  
Center

**Demo  
Participants**



## Observed Benefits To DoD

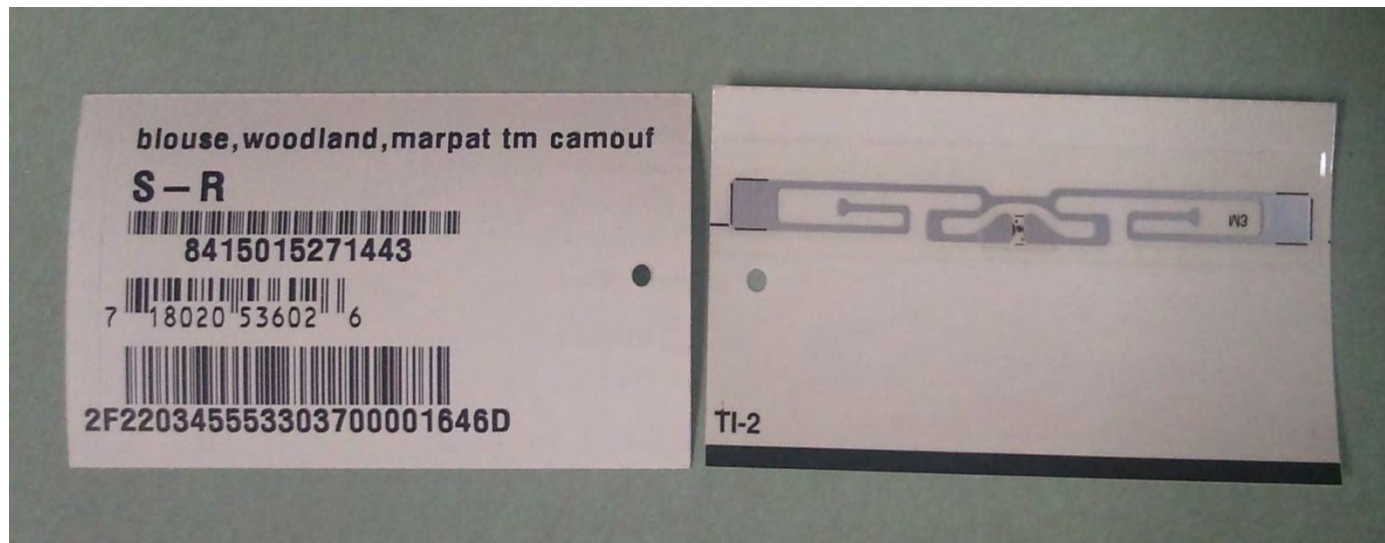
- ▶ Increases inventory Accuracy –
  - ▶ Ave. inventory discrepancy @ non-RFID RTCs = 5.1% vs. 0.2% at LAFB RTC (Q408)
- ▶ Reduces time to issue uniforms to recruits:
  - ▶ From 165 minutes to 45 minutes at LAFB RTC \*\*
- ▶ Reduces time/labor for receiving:
  - ▶ From 4 hours to 30 minutes per day at LAFB RTC\*\*
- ▶ Reduces time/labor to conduct physical inventories:
  - ▶ From 40 days to 8 days a year for the main issue facility at LAFB RTC\*\*

\*\*RTC AIT Enabled Supply Chain BCA – Dec 2009



# Why RFID for Each Item?

- Production Control at Manufacturing
- Shipping Accuracy from Contractor
- Warehousing and Inventory Control



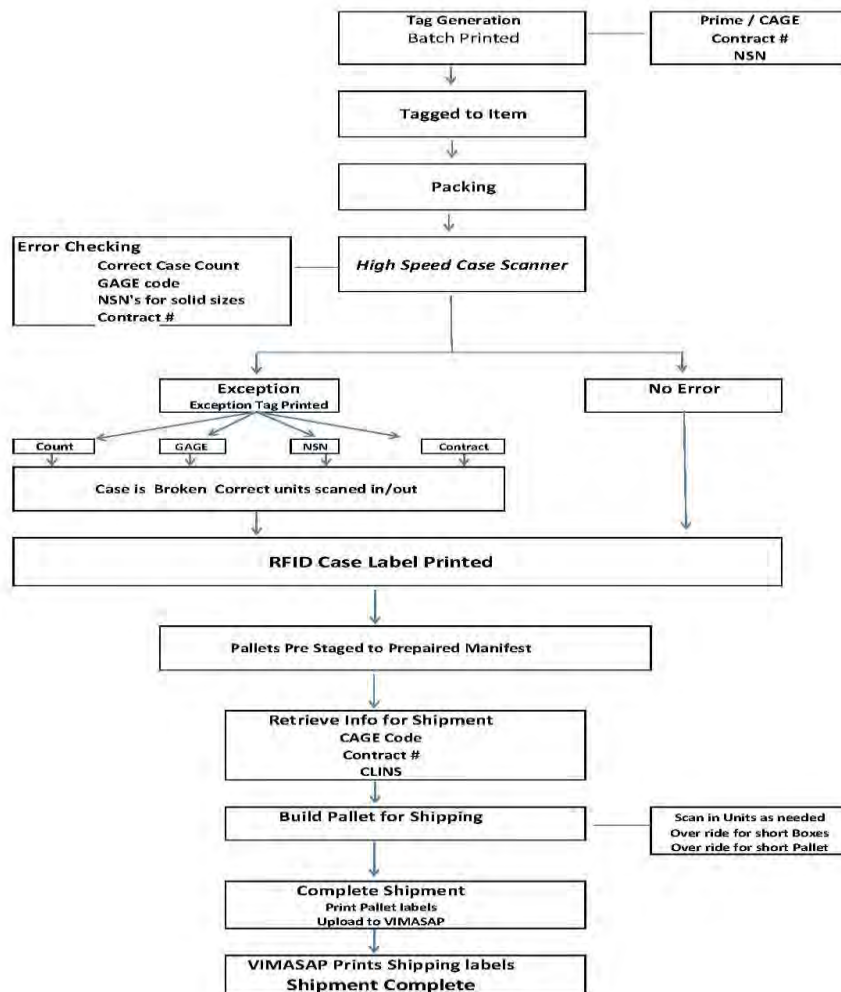




# RFID Flow Chart

*Warmkraft, Inc.*

RFID Tag Flow Chart





## RFID Flow Chart

**Tag Generation**  
Batch Printing

Prime Contractor  
Contract #  
NSN







**Tagged to Item**



**Packing**





## High Speed Case Scanner

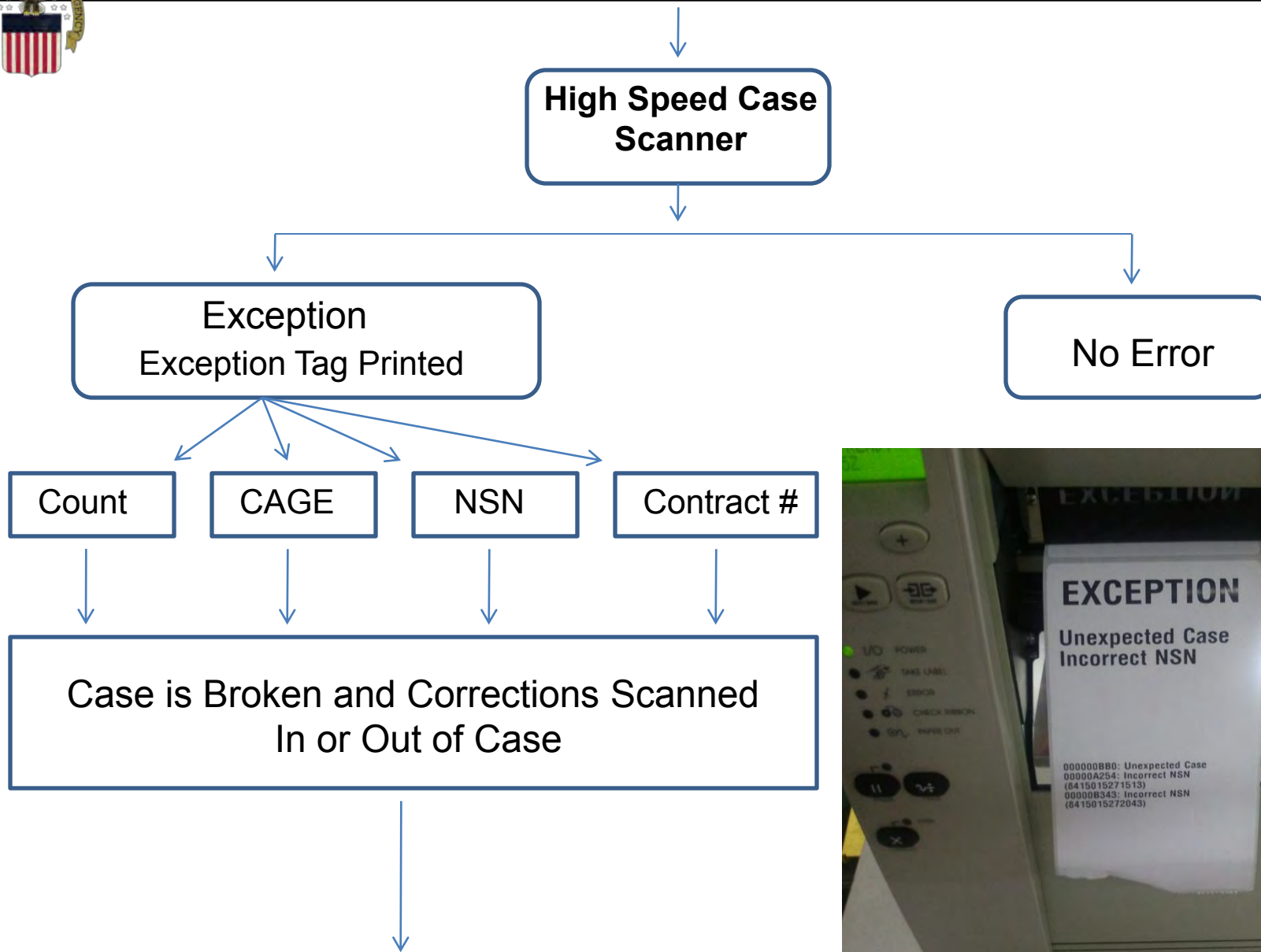
### Error Checking

- Correct Case Count
- CAGE Code
- NSN
- Contract #







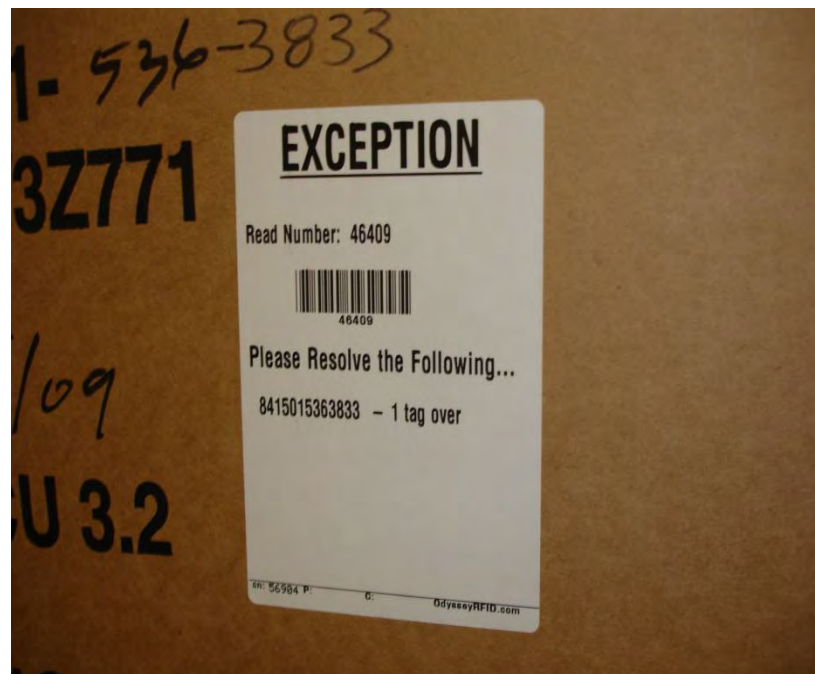






Case is Broken and Corrections Scanned  
In or Out of Case

RFID Case Label is Printed

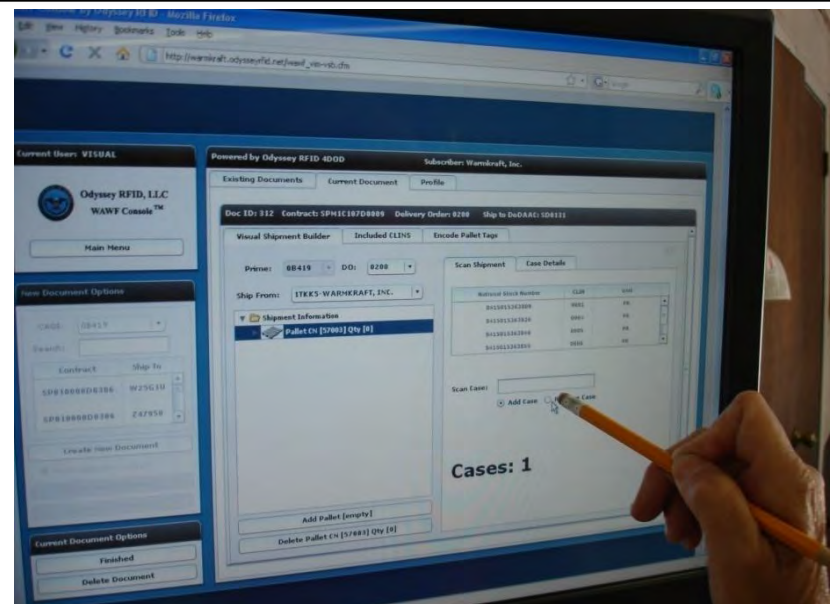




## Pallets Staged to Prepare Manifest

## Retrieve Information for Shipments

- CAGE Code
- Contract #
- CLINS
- DO #





## Build Pallet for Shipping

### Scan in Units as Needed

- Override for Short Case
- Override for short Pallet



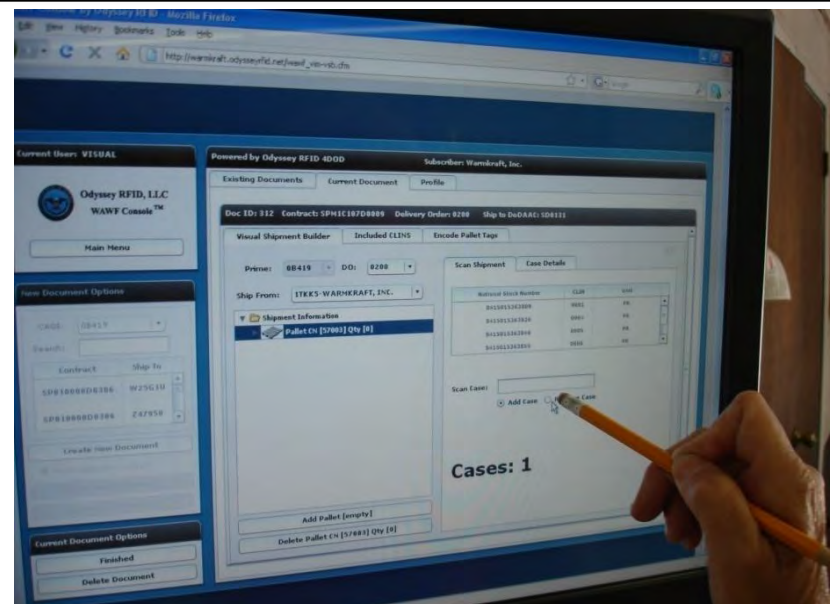




## Pallets Staged to Prepare Manifest

## Retrieve Information for Shipments

- CAGE Code
- Contract #
- CLINS
- DO #





## Build Pallet for Shipping

### Scan in Units as Needed

- Override for Short Case
- Override for short Pallet







Complete Shipment  
Upload to VIMASAP

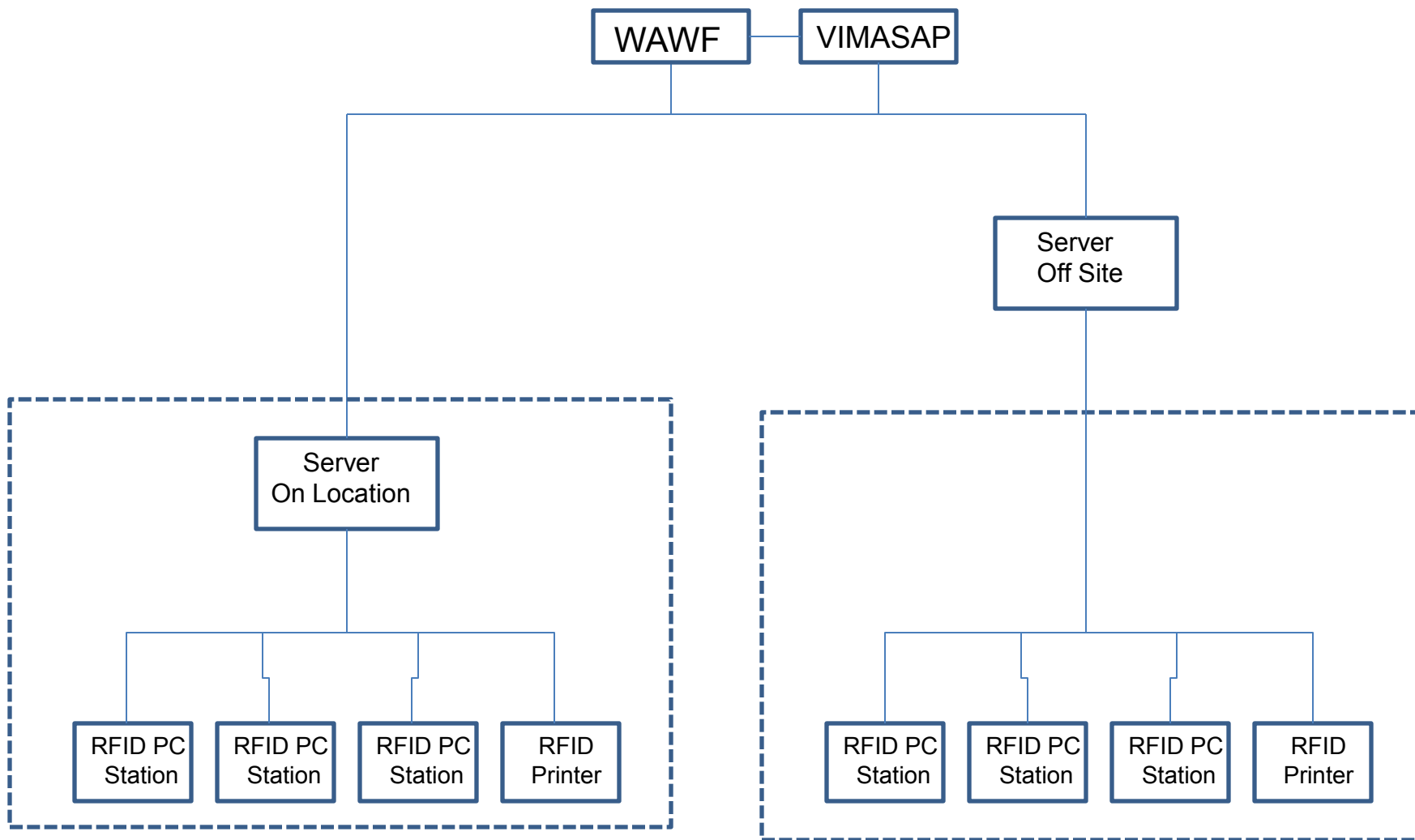
VIMASAP prints Shipping Labels  
**SHIPMENT COMPLETE**







## Networking and Computers



Item Level  
RFID Tag  
exception  
report

7/20/2010

W/E Date	Tags Used	Voids	Misreads	Tickets Bad from Source	Printer Error	Tag not Read	Duplicate	Total	% Defective
4/10/2010	4,110	9	97	8	70	0	0	184	4.5%
4/17/2010	5,268	34	5	0	8	1	0	48	0.9%
5/8/2010	6,501	27	5	1	7	4	0	44	0.7%
5/15/2010	4,749	30	10	5	3	2	0	50	1.1%
5/22/2010	4,328	18	5	1	2	0	0	26	0.6%
5/29/2010	6,195	18	6	0	0	1	0	25	0.4%
6/12/2010	22,094	92	25	1	2	13	0	133	0.6%
6/26/2010	26,797	149	37	0	15	12	2	215	0.8%
7/3/2010	12,162	38	6	8	2	2	0	56	0.5%
7/10/2010	9,780	21	3	1	1	6	0	32	0.3%
<b>Totals</b>	<b>101,984</b>	<b>436</b>	<b>199</b>	<b>25</b>	<b>110</b>	<b>41</b>	<b>2</b>	<b>725</b>	<b>0.7%</b>



Warmkraft, Inc. MCCUU				2/23/2011	
Item level RFID cost					
Equipment Amortization					
Equipment Cost		\$	33,722.20		
units per week			12,000		
weeks per year			50		
years cost recovery			5		
Total Units for recovery			3,000,000		
			Total \$ per units	\$	0.0112
Tag cost					
Item Level Tag cost				\$	0.1400
unusable tags %		1.0%		\$	0.001
Case tag		\$	0.140		
Units per case			30		
cost per unit case tag				\$	0.0047
unusable tags %		1.0%		\$	0.0000
Pallet Tag		\$	0.140		
units per pallet			450		
cost per unit pallet tag				\$	0.0003
unusable tags %		1.0%		\$	0.0000
			Total Cost	\$	0.1577
			labor, overhead, margin	10%	\$ 0.0158
			Total Cost per Unit	\$	0.1734



# Thanks to

Julie Tsao – DLA

Jack Vandenberghe – LMI

James Tran – LMI

Mike O'Connell – Advantech

Doug Deloach – Advantech

Bob Bona - Advantech

## Contact Information:

### **Ron Lack**

General Manager

Warmkraft , Inc – PineBelt Processing, Inc.

[ronlack@warmkraft.com](mailto:ronlack@warmkraft.com)

(601) 785 - 4476



# Agenda

- DLA Logistics R&D Programs
- Item Level RFID for Manufacturing
  - Customer Driven Uniform Manufacturing (CDUM)
- **R&D for Reliable Supply Chains**
  - **Weapon System Sustainment**
- Discussion & Questions



# DLA Supply Chain Challenges

- Supplying large variety of parts for
  - Aviation
  - Land and Maritime
  - Troop Support
- Affordability
- High demand uncertainty
- Parts cost variation from a few cents to more than \$100,000
- Sustainment of aging systems

Innovative R&D solutions needed to make internal DLA business processes more proactive and responsive.





# Weapon System Sustainment Program (WSSP)

- Providing R&D for Reliable Supply Chains
  - Develop and test tools, methods, process changes to improve parts and services delivery to the Warfighter
- Representative WSSP R&D Projects
  - CAGE 'Hopping'/Bad Actor Identification
  - Counterfeit Prevention
  - DNA Marking for Source Authentication
  - Product Testing and Verification



# Prototypical CAGE Hopper: (Actual Example)

- Created 21 affiliated companies
- Delivered wrong items
- Failed to provide traceability
- Failed to provide parts
- Engaged in 'bid shopping'
- Submitted misrepresentations through the automated procurement system
- Shut down suspect companies and created new companies
- Awarded 1008 contracts with a net value of \$1,722,453
- DoD Canceled 169 contracts
- Debarred Dec 2006





# CAGE 'Hopping'/Bad Actor Identification

- **Problem / Opportunity:**

- CAGE Hopper: Company stops doing business under original CAGE code
- Bad Actor: Company with poor delivery or quality history
- Both often result in bad/non-conforming/no parts delivered to DLA
- Both rob legitimate companies of business opportunities

- **R&D Solution:**

- Identify CAGE Hopper/Bad Actor before contract award
  - Explore use of commercial tools
- Identify (sooner) companies engaging in bad-business practices after contract award
- Test tools, techniques, and process changes in an operational Pilot Program



# Counterfeit Prevention



**Identically Marked - Different Parts**



# Counterfeit Prevention

- **Problem / Opportunity:**

- Counterfeits expanding to military goods (electronics, etc)
- DLA needs improved tools, techniques, and procedures

- **R&D Solution:**

- Define and implement multi-faceted counterfeit threat mitigation strategy
  - Business process improvements
  - Technology insertion
- Develop deterrence actions
  - Item and quality assurance processes
  - Solicitation and award safeguards
  - Item inspections (e.g. traceability and certification)
  - Proper disposal of counterfeit items



# DNA Marking for Source Authentication



Use proven forensic technology ...



On high risk parts





# DNA Marking for Source Authentication

- **Problem / Opportunity:**

- Growth in the number of counterfeit parts in the DoD supply chains
- DNA marking of parts is promising technology
  - Parts marked during manufacture carry their own validation of who produced the part
  - Used successfully in other industries

- **R&D Solution:**

- Assess potential for implementation, business case, and technical & functional viability
- Conduct pilot with industry to assess feasibility
  - DoD is a small player; industry will have to drive adoption



# Product Testing and Verification

**Multiple DLA Product Test  
Centers (PTCs)**

**Part of the DLA Product  
Verification Program  
(PVP)**





# Product Testing and Verification

- **Problem / Opportunity:**

- Some products destined for the DLA supply chains do not conform to requirements
- Improve product testing and verification processes to better detect non-conforming parts before they fail

- **R&D Solution:**

- Define enterprise sampling and sample size guidelines
- Design agency-wide laboratory selection criteria and checklist
- Support DLA actions that implement process improvements



# Summary

## WSSP R&D Desired Outcomes

### **CAGE 'Hopping'/Bad Actor Identification**

- Decrease 'bad actors'
  - ↑ Increase opportunities for reliable suppliers

### **Counterfeit Prevention**

- Decrease suspect material entering DoD supply chains
  - ↑ Increase demand for authentic parts

### **DNA Marking for Source Authentication**

- Deter entry of unreliable suppliers
  - ↑ Increase ability to identify products from reliable suppliers

### **Product Testing and Verification**

- Detect non-conforming / counterfeit parts
  - ↑ Increase availability for conforming products



# Summary

- Weapon System Sustainment Program
- Major component of the DLA Logistics R&D Portfolio
- Impacts all major supply chains
- Focuses on business process improvement
- Levels the playing field by
  - Improving supplier and product authentication
  - Optimizing product testing and verification
  - Preventing fraudulent suppliers



# Point of Contact

Leo Plonsky

Weapon System Sustainment Program Manager

Commercial: (215) 737-4210

[leo.plonsky@dla.mil](mailto:leo.plonsky@dla.mil)



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Value Management

Sue Caso-Bolnick,  
Mark Cutler,  
Robert Volk  
June 28-30, 2011



# Agenda

- Value Management (VM)/Value Engineering Defined
- DoD Efficiency Initiatives and VM
- Source Development
- Replenishment Parts Purchase or Borrow (RPPOB)
- Value Engineering Change Proposals (VECP's)
- Sustaining Engineering (SE)
- Castings and Forgings
- Additional VM Programs Managed at DLA
- Summary
- Points of Contact



# Value Engineering/Value Management

- Value Engineering is an organized/ systematic approach used to analyze the function(s) of systems, equipment, facilities, services, and supplies to achieve the essential function(s) at the lowest life cycle cost consistent with required performance, reliability, quality, and safety.
- Bottom Line: Identify and Eliminate unnecessary cost!
- Value Management is the overarching term used at DLA to integrate many cost reduction and customer focus programs.



# DoD Efficiency Initiatives and VM

- September 2, 2010 Memo, Subject: Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending, Under Secretary of Defense for Acquisition, Technology, and Logistics
  - Target Affordability and Control Cost Growth
  - Incentivize Productivity and Innovation in Industry Initiative
  - Promote Real Competition
  - Reduce Non-Productive Processes and Bureaucracy
- DLA Goal to Deliver Effective Warfighter Support at optimal cost – Conference Theme
- Value Management tools contribute to the above





# Source Development

- Source Development includes several functions that are intended to aid procurement activities in obtaining hard-to-procure items
- Leverages relationships with suppliers and service engineering activities
- Targets items with no-sources, nonresponsive-sources, or over-pricing issues
- Accomplished primarily through:
  - In-house reverse engineering
  - Contractor reverse engineering
  - Source Approval Request (SAR) development (contractor)
- Aggressive development of new programs targeting reverse engineering as an improved solution







# Source Approval Requests (What is a SAR?)

A Source Approval Request is a Contractor's proposal to Supply Technical Data on a Specific item of supply, in an effort to become an Approved Source

**Your unsolicited SAR, needs to be submitted to DLA for evaluation**



# SAR

- Submitted packages must be IAW DLAD 52.217.9002
- Offerors must furnish complete copies of all drawings, technical specifications and testing data required to clearly describe the characteristics and features of the item being offered
- The data submitted must also cover design, material, performance, function, and testing criteria of the product offered



# SAR

When submitting your SAR package, submit to:

## **DLA Land & Maritime**

Directorate of Business Process Support  
Alternate Offer Monitor (BPP)  
P.O. Box 3990  
Columbus, OH 43218-3990  
OR

Electronically submit to:

[DSCC AO-SAR@dla.mil](mailto:DSCC AO-SAR@dla.mil) (file should not exceed 10Mb)

## **DLA Troop Support**

ATTN: Neil Kovnat  
700 Robbins Ave.  
Philadelphia, PA 19111-5092  
(215) 737-4300  
[Neil.Kovnat@dla.mil](mailto:Neil.Kovnat@dla.mil)

## **DLA Aviation**

Competition Advocate SAR Program  
8000 Jefferson Davis Highway  
Richmond, VA 23297-5100  
Phone: (804) 279-3557

**Do not send product samples with your SAR package**



# Replenishment Parts Purchase or Borrow Program

## RPPOB



# Why RPPOB?

- Statutory Requirement
  - Defense Procurement Reform Act of 1984
    - Public Law 98-525, Section 1216(a)
    - Codified at Title 10 U.S.C. 2320(B)
- Promote full and open competition
- Develop new sources
  - Sole Source
  - Limited Competition Items





# RPPOB – What it is Not

- Not intended to proof their manufacturing
- Not available on solicitations/contracts when:
  - In accordance with a specification
  - In accordance with a drawing
- Not to test a competitor's part



**Purpose: Develop New Sources**





# RPPOB Process

- Contractor request received
- Item reviewed as an RPPOB candidate
- Contact with ESA for approval to bail out
- Contractor provides monies and signs the agreement
- Item directly sent to Contractor
- Contractor provides alternate offer data package
- Data package sent to ESA for final approval
- System updated with approval



# RPPOB Methods

- Statutory Requirement
- Direct Purchase
  - Contractor buys at Standard Unit Price (SUP)
  - Item is not returned
- Bailment
  - Item loaned at SUP
  - SUP held in Trust by DFAS
  - SUP monies returned (If item is returned in “A” condition)
- View of Part - Contractors may inspect part in a designated area





# Benefits of RPPOB

- Break Sole Source
  - Average 30-40% in procurement savings
- Provide additional sources on limited source items
- Provide source for obsolete items
- Reduce cost through enhanced competition
- Potential for Unlimited Rights Technical Data Packages (TDPs)

**Increased Competition = Lower Cost to Taxpayers**



# Value Engineering Change Proposals

## VECPs



# Value Engineering Change Proposals

- Contractual method to share savings
  - Improve DoD supplies and/or equipment
  - Savings shared between Contractor and DoD
  - Described in FAR Part 48 and Clause 52.248-1
- Improvements include any price savings
  - Processes
  - Materials
  - Manufacturing techniques
  - Other





# Rules and Tools

- VECP clause in most DLA contracts >\$25K
- Clause can be added by modification
- VECP can only be received on an instant contract
- Typical share ratio: 50/50
- Collateral lifecycle savings may be negotiated





# Sustaining Engineering Program

SE



# Sustaining Engineering

- Proposals solicited from all services
- Proposals evaluated by DLA Aviation and DLA Land and Maritime teams
  - Value Management Team lead
  - Weapon System Support Manager (WSSM)
  - Cognizant DLA Aviation/Maritime/Land Application Team
    - Engineer/technical
    - Product Assurance
    - Buyer
- Selections funded/implemented in order of
  - Date of receipt
  - Weapon system support impact
  - Overall best value to customer
- Accepted proposals funded by DLA
  - Coordinated with ESA
  - Funds available FY11: \$5M





# Project Selection Criteria

- DLA managed item
- Minimum ROI of 10:1
  - Lifecycle savings
- Make positive impact
  - Operational readiness
  - ALT/PLT
  - Item demand
  - Unit price
- Reduce field maintenance actions
- Improve competitive position
  - Availability of tech data
  - Increase sources of supply





# DLA Casting and Forging Assistance Tools



# Forging Advanced System Technology

- R&D Challenges:
  - Disproportionate share of unfilled orders
  - Fragile supply chains – hidden sole source
- Objectives:
  - Reduce unfilled orders
  - Improve forging technology
- Accomplishments:
  - Tooling database with 62,000 part numbers and/or National Stock Numbers
  - Developed new software for Lean manufacturing capabilities at forge shops
  - Developed Spray Metal Tooling Machine, Rapid Solidification Process (RSP)
- Plans:
  - Metal and Process Optimization (MPO) project to evaluate production methods and materials as a decision making guide for spare and repair parts
  - Automate Job shop Lean & six sigma integration – Reduce energy to move material
  - Email alert of new solicitations to forge shops with existing tooling or capabilities
  - Laser Deposition of Tooling, an additive Mfg technology for Forging Die Repair

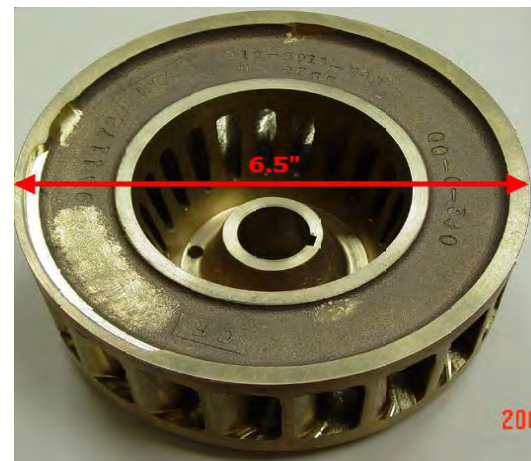


\$ in Millions	2009	2010	2011	2012	2013	2014	2015
PRO-FAST	1.182	1.145	1.230	1.252	1.268	1.290	1.313



# Casting for Improved Readiness

- R&D Challenges:
  - Disproportionate share of unfilled orders
  - Fragile supply chains – hidden sole source
- Objectives:
  - Reduce unfilled orders
  - Improve forging technology
  - Improve responses to solicitations
- Accomplishments:
  - 22K tools in database & \$1.5M/mo of solicitations pushed to foundries w/tooling
  - Digital radiography Std for steel investment castings – Eliminating film use/storage
  - Developed & tested mechanical properties of E357 – Beryllium free Cast aluminum alloy
  - Three projects striving to lighten cast components – Reducing weight to save fuel
- Plans:
  - Finalize new digital radiographic casting standards with ASTM International
  - Publish guidelines to select filler metals & welding parameters to reduce corrosion on the welds of SS castings.



\$ in Millions	2009	2010	2011				
CIR	2.4	.94	? CR				





# National Forging tooling Database (NTFD)

NTFD is available commercially through  
Haystack Gold:

[http://engineers.ihs.com/products/procurement/  
haystack-logistics/haystack\\_lp.htm?ocid=  
haystack\\_lp&s\\_kwcid=haystack%20gold|523548435](http://engineers.ihs.com/products/procurement/haystack-logistics/haystack_lp.htm?ocid=haystack_lp&s_kwcid=haystack%20gold|523548435)

NFTD



# Additional Casting Resources

- **Defense Tooling Locator**  
<http://www.defensetooling.net>
- **Steel Founders Society of America**  
<http://www.sfsa.org>
- **America Founders Society Inc.**  
<http://www.diecasting.org>
- **Non-Ferrous Founders Society**  
<http://www.nffs.org>
- **American Metalcasting consortium**  
<http://www.amc.aticorp.org>



# Additional Value Management Programs Managed at DLA



# Additional VM Programs

## Reverse Engineering

- Performed using Gov't resources
- Items ordered from Gov't stock
- Identifies physical, material, mechanical, and environmental properties
- Test requirements identified/determined
- Technical Data Package developed for use in full and open competitive acquisition



## Organic Manufacturing

- Utilize manufacturing capacity of government labs/arsenals when private industry cannot meet our needs
- **Public** (organic) and **Private** sources cannot compete against each other for awards!
  - Exceptions:
    - Price: quoted price is formally determined to be unacceptable
    - Delivery: quoted delivery time frame does not meet our requirements.



# Summary

- DLA's Value Management Office provides support
  - Government
  - Customers
  - Suppliers
- Our focus
  - Provide solutions on problem parts
  - Reduce acquisition and support costs
- For further information
  - Contact attached P.O.C.'s
  - Visit our booths: **#737, #739**



## Overall Goal: Support the Warfighter



# Points of Contact

## **DLA Logistics Operations:**

Mary Hart  
703-767-1637 / DSN 427-1637  
[Mary.Hart@dla.mil](mailto:Mary.Hart@dla.mil)

## **DLA Aviation:**

Ralph Newlon  
804-279-5226 / DSN 695-5226  
[Ralph.Newlon@dla.mil](mailto:Ralph.Newlon@dla.mil)

## **DLA Land and Maritime:**

Dan Krist/Don Howell  
614-692-3320/8837 / DSN 850-3320/8837  
[Daniel.Krist@dla.mil](mailto:Daniel.Krist@dla.mil) or  
[Donald.Howell@dla.mil](mailto:Donald.Howell@dla.mil)

## **DLA Troop Support:**

Neil Kovnat  
215-737-4300 / DSN 444-4300  
[Neil.Kovnat@dla.mil](mailto:Neil.Kovnat@dla.mil)



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY





# **Electronic Commerce & Wide Area Workflow Overview**

**Presented by:**  
IT eSolutions Office  
Defense Finance and Accounting Service  
May 2011

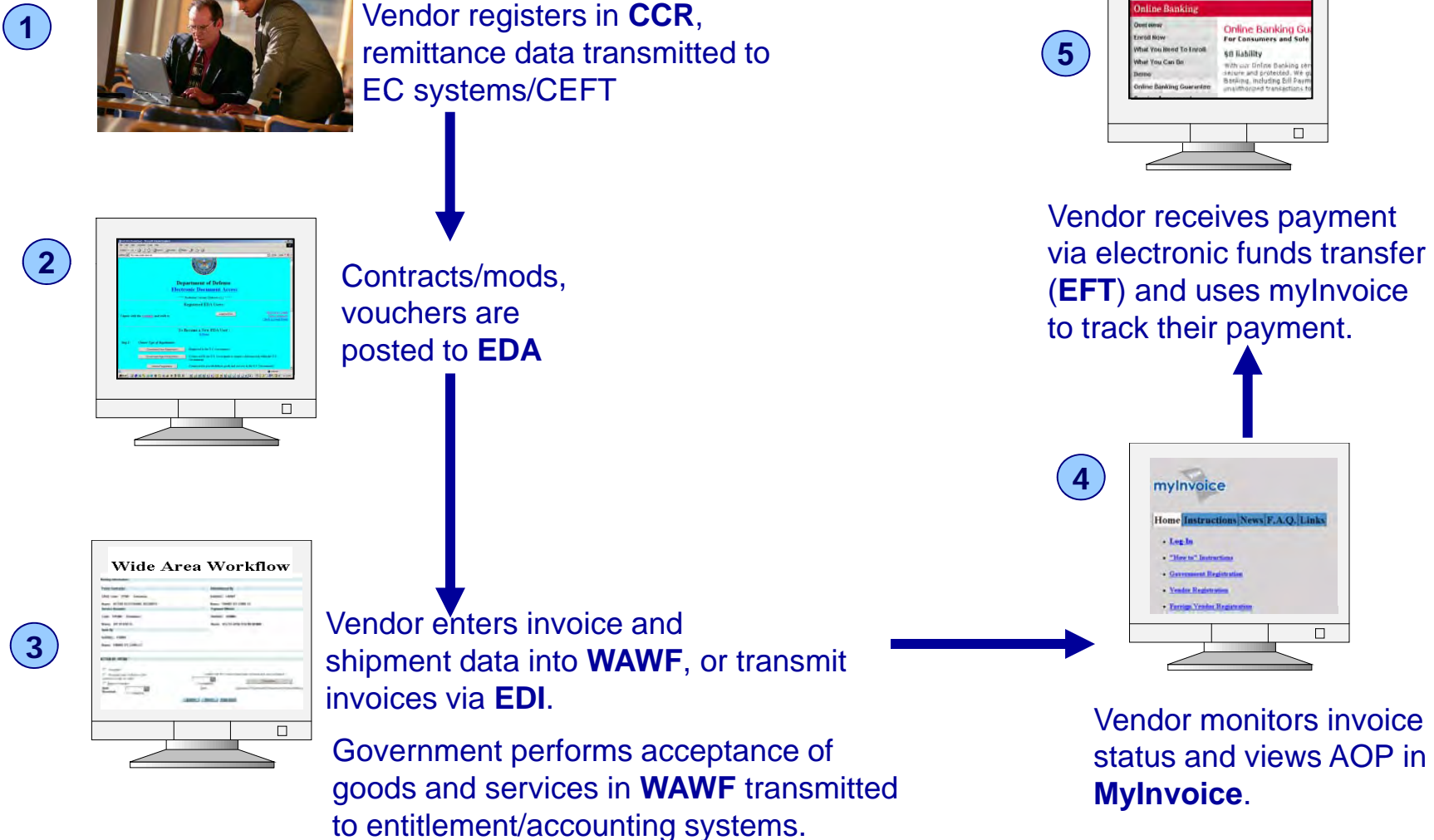
# Topics



- DFAS EC Tools Overview
- What is WAWF
  - Definition
  - FAR Clause
  - User Benefits
  - User Roles
- How WAWF Works
  - Document Routing
  - Email Notification
  - WAWF Receipt & Acceptance Process vs. Document Flow
- Tools and References



# DFAS EC Tools Overview



# WAWF Eliminates Paper from the Acquisition Process...



- WAWF stands for **Wide Area Workflow**
- Department of Defense initiated WAWF to eliminate paper transactions from the acquisition process
- An interactive web-based application that allows Contractors/Vendors to electronically submit invoices and receiving reports, and the Government to inspect, accept, receive and pay electronically.





## ...and Enables Users to Access and to Process Documents Electronically



- Users can be:
  - Contractors/Vendors
  - Government Officials
  
- Documents include:
  - Contracts/Modifications
  - Financing Documents
  - Invoices
  - Receiving Reports
  - Vouchers
  
- Documents are used to generate payments for goods and services





# Why WAWF for Electronic Invoicing?



- Invoices must be submitted electronically.
- It's the Law
  - Mandated by Public Law: Section 1008 of National Defense Authorization Act of FY 2001
- It's being enforced!
  - DFAS mandates requirement for electronic invoicing, effective for contracts issued after Feb 28, 2003.
- DFARS Clause 252.232-7003 (DFARS 232.7004)
  - Requires electronic invoicing.
  - Requires electronic supporting documentation.

<http://www.acq.osd.mil/dpap/dars/dfars/index.htm>



## Notable Exceptions identified in DFARS 232.7002



- (1) Purchases paid for with a Government-wide commercial purchase card;
- (2) Classified contracts or purchases when electronic submission and processing of payment requests could compromise the safeguarding of classified information or national security;
- (3) Contracts awarded by deployed contracting officers in the course of military operations, including, but not limited to, contingency operations as defined in 10 U.S.C. 101(a)(13) or humanitarian or peacekeeping operations as defined in 10 U.S.C. 2302(8), or contracts awarded by contracting officers in the conduct of emergency operations, such as responses to natural disasters or national or civil emergencies;
- (4) Purchases to support unusual or compelling needs of the type described in FAR 6.302-2;
- (5) Cases in which the contracting officer administering the contract for payment has determined, in writing, that electronic submission would be unduly burdensome to the contractor.

# The WAWF Benefits



- Ability to submit documents electronically in compliance with public law
- Global Accessibility
- Eliminates Lost or Misplaced Documents
- Accuracy of Documents
- Secure & Auditable Transactions
- Enables DoD to take Maximum Benefit of Discounts
- Enables Timely & Accurate Payments
- Decreases Interest Penalties
- Enables Capture of Unique Identifier (UID) and Radio Frequency Identifier (RFID) Data
- Track movement of Government Furnished Property (GFP)/Government Furnished Equipment (GFE)



# Who is Using WAWF?



Specific DoD Components and other government offices using DoD WAWF include:

- DoD Vendors/Contractors
- Air Force (USAF)
- Army (USA)
- Defense Finance and Accounting Service (DFAS)
- Defense Information Systems Agency (DISA)
- Defense Contract Audit Agency (DCAA)
- Defense Contract Management Agency (DCMA)
- Defense Logistics Agency (DLA)
- Marine Corps (USMC)
- Navy (USN)
- Other Defense Agencies

# Payment Systems & WAWF



- **CAPS** (Computerized Accounts Payable System)
  - Army, Defense Agencies and USMC
- **EBS** (Enterprise Business System) formerly called BSM
  - DLA
- **IAPS-E** (Integrated Accounts Payable System - Electronic)
  - Air Force
- **MOCAS** (Mechanization of Contract Administration Services)
  - Defense Contract Management Agency and all the Military Services
- **One Pay**
  - Navy, Defense Agencies and USMC
- **Navy ERP** (Enterprise Resource Planning)
  - Navy
- **GFEBS** (General Funds Enterprise Business System)
  - Army
- **DAI** (Defense Agencies Initiative)
  - Defense Agencies
- **DEAMS** (Defense Enterprise Accounting and Management System)
  - USTRANSCOM and Air Force

# User Roles at a Glance



- **Vendor /Contractor**
  - Contractor or Supplier
- **Inspector & Acceptor**
  - Requiring Activity, Contracting Officer Representative (COR), Quality Assurance Reviewer (QAR)
- **Local Processing Office (LPO)**
  - role used in situations where documents must be certified by a local office before forwarding to DFAS
- **Cost Voucher Reviewer/Approver**
  - DCAA/DCMA
- **Grant Approver**
  - role used to approve and certify Grant and Cooperative Agreements before sending them to the Pay Office
- **Pay Official**
  - DFAS Paying Office
- **Group Administration (GAM)**
  - role is used by an individual selected at the organization/location level, that is charged with the responsibility of maintaining the users of his/her assigned organizations. (Gate Keeper)
- **View Only**
  - roles are used by supervisors and administrators



# WAWF

## Create & Process a Number of Documents Electronically...



- Stand Alone Invoice - FAR 32.905
- Fast Pay Invoice - FAR 52.213-1
- Invoice 2-IN-1 - FAR 32.905
- Construction Payment - FAR 52.232-5; FAR 52.232-10
- Commercial Item Financing - FAR 32.202-1(b); FAR 52.232-29 & -30
- Performance Based Payment - FAR 32.1003; FAR 52.232-32
- Progress Payment - FAR 32.5; FAR 52.232-16
- Stand Alone Receiving Report - DFAR Appendix F, DFARS 52.246-7000
- Invoice and Receiving Report (Combo) - FAR 32.905; DFAR Appendix F
- Reparables Receiving Report –
- Invoice and Reparables Receiving Report (Combo) -
- Cost Voucher – FAR 52.216-7, -13, & -14; FAR 52.323-7
- Grand and Cooperative Agreement Voucher –
- Navy Shipbuilding Invoice (Fixed Price) – DoD FMR Vol 10 CH 7 070205-B
- Navy Construction / Facilities Management Invoice -
- Telecom Invoice (Contractual) - FAR 52.232-25; DFARS 252.211
- Miscellaneous Payment
- Telecom Invoice (Non-Contractual)



# What's New in WAWF 5.0?



- The messages are now color coded based on severity.
- Error messages are displayed in red text.
- Information and Warning messages will be displayed using blue text.

For example:

**ERROR: Stock Part Type is a required entry.**

**INFO: When editing the quantity of a CLIN that was already packed, please make sure you update the Pack.**

**WARNING: MILSTRIP Quantity for Line Item '1111' may not be blank when a MILSTRIP Number is entered.**

## What's New in WAWF? (Cont)



- New columns have been added to the Search Results Page
  - Submit Date
  - Shipment Date
  - Purge
- All columns on the search results screen are sort able with the exception of the Item column
- Columns can be sorted in ascending (A-Z) or descending (Z-A) order.

Item	Type	Vendor (Payee)	Contract Number†	Delivery Order	Shipment Number	Submitted	Shipped	Accepted	Status	Purge
1	Combo D/D	03UM0	<a href="#">N0010407C2001</a>		<a href="#">TVC5003</a>	2008-04-15	2008-04-15	2008-04-15	Processed	

## What's New in WAWF? (Cont)



- The ability has been added to Save a document in WAWF to continue working on it at a later time.
- A Save and Continue button has been added to the bottom of all documents for all roles excluding the Pay Official Role.
- Documents are saved for 7 days before they are purged and revert back to a pre-saved status.
- Saved documents will be removed from the saved status by performing an action (i.e. submitting, acceptance) or by selecting to purge them from the search results screen.

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Submit	Save Draft Document	Previous
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Invoice Number	Submitted	Received	Status	Purge	Void	Amount
<a href="#">1433588</a>	2011-03-03		Draft	<a href="#">2</a>		\$0.00
<a href="#">CFIA455</a>	2011 03 03		Draft	<a href="#">2</a>		\$0.00


## What's New in WAWF? (Cont)




- All documents with the exception of RR and RRR, will have the Invoice date auto-populated with the “WAWF System Server Date”
- The invoice date can be modified by the Vendor/Contractor which will result in the field label changing to “Invoice Date”
- Adjusting the date to a future date will provide a warning message for the initiator but will not prevent them from submitting the document.

WARNING: Changing the Invoice Date to a date that is greater than the Invoice Date pre-populated from the WAWF system server may cause processing issues within the entitlement system.

**Invoice Date \***  
**(WAWF System Server Date)**

2011/03/03 

**Invoice Date \***

2011/03/05 

# Documents are Routed Through WAWF According to DoDAACs Entered by Vendor



SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30				1. ACQUISITION NUMBER	PAGE 1 OF
2. CONTRACT NO. N0024404F5010		3. AWARD/EFFECTIVE DATE	4. ORDER NUMBER	5. SOLICITATION NUMBER	6. SOLICITATION ISSUE DATE
7. FOR SOLICITATION INFORMATION CALL:		8. NAME	9. TELEPHONE NUMBER (No collect calls)	10. OFFER DUE DATE/ LOCAL TIME	
9. ISSUED BY		CODE N00244	10. THE ACQUISITION IS	11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED	
FLEET AND INDUSTRIAL SUPPLY CENTER 937 N HARBOR DRIVE San Diego, CA 92132-0008		10. THE ACQUISITION IS <input type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET ASIDE: <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> (BIA) NAICS: SIZE STANDARD:	<input type="checkbox"/> SEE SCHEDULE		12. DISCOUNT TERMS
			<input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (16 CFR 700)		
			13b. RATING		
15. DELIVER TO NADEP North Island San Diego, CA 92135-7000		CODE N65888	14. METHOD OF SOLICITATION <input type="checkbox"/> RFQ <input type="checkbox"/> IFB <input type="checkbox"/> RFP		16. ADMINISTERED BY SEE BLOCK 9
17a. CONTRACTING OFFEROR CACI CHANTILLI VA 22204-1234		CODE 1M3W0 FACILITY	18a. PAYMENT WILL BE MADE BY		CODE N68688
TELEPHONE NO.		DFAS SAN DIEGO CA 9123-1848			

## Vendor - Invoice

[Contract](#) >> [Pay DoDAAC](#) >> [Document](#) >> [Routing](#)

Contract Number	Delivery Order	CAGE Code/Ext.	Pay DoDAAC
N0024404F5010		1M3W0	N68688

Issue Date	Issue By DoDAAC	Admin DoDAAC *
YYYY/MM/DD	N00244	N00244

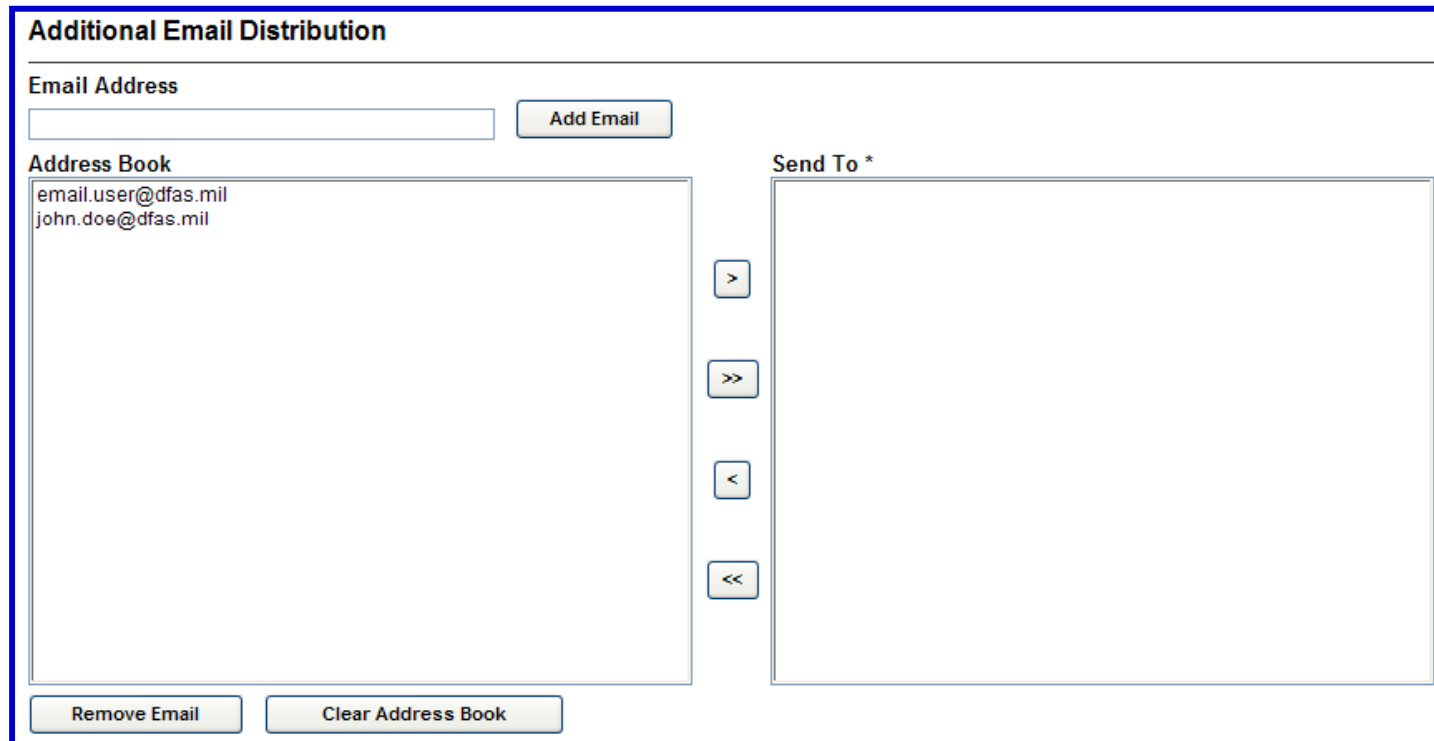
Ship To Code * / Extension	Ship From Code / Extension	LPO DoDAAC * / Extension
N65888		



# WAWF Allows Users to Send Multiple E-mail Notifications



- WAWF uses a unique e-mail system for notifying the various users within the workflow of actions to be taken and document status.
- Users have ability to send notifications to additional e-mail addresses following an action.
- E-mail addresses are saved for future use after submitted.

A screenshot of a web form titled 'Additional Email Distribution'. The form is divided into several sections. At the top, there is a section for 'Email Address' with a text input field and an 'Add Email' button. Below this is an 'Address Book' section containing a list of email addresses: 'email.user@dfas.mil' and 'john.doe@dfas.mil'. To the right of the address book is a 'Send To \*' section, which is currently empty. Between the address book and the 'Send To' section are four buttons: '>', '>>', '<', and '<<'. At the bottom of the form are two buttons: 'Remove Email' and 'Clear Address Book'.

## Sample Email Notification



From: cscassig@csd.disa.mil  
To: [REDACTED]  
Cc:  
Subject: GS23F0185K\HQ042305F0020\OBMBO\ \CI2N1\0028\59217\HQ0359\ \Submitted

Action DoDAAC\Ext: HQ0359

Document Type: Invoice 2-in-1 (Services Only)

Status: Submitted

Acceptance Date:

Processed Date: 2007/02/20

Contract Number: GS23F0185K

Delivery Order Number: HQ042305F0020

Contract Issue Date: 2004/10/21

Vendor CAGE\Ext: OBMBO

Shipment Number: 0028

Shipment Date: 2007/02/02

Invoice Number: 59217

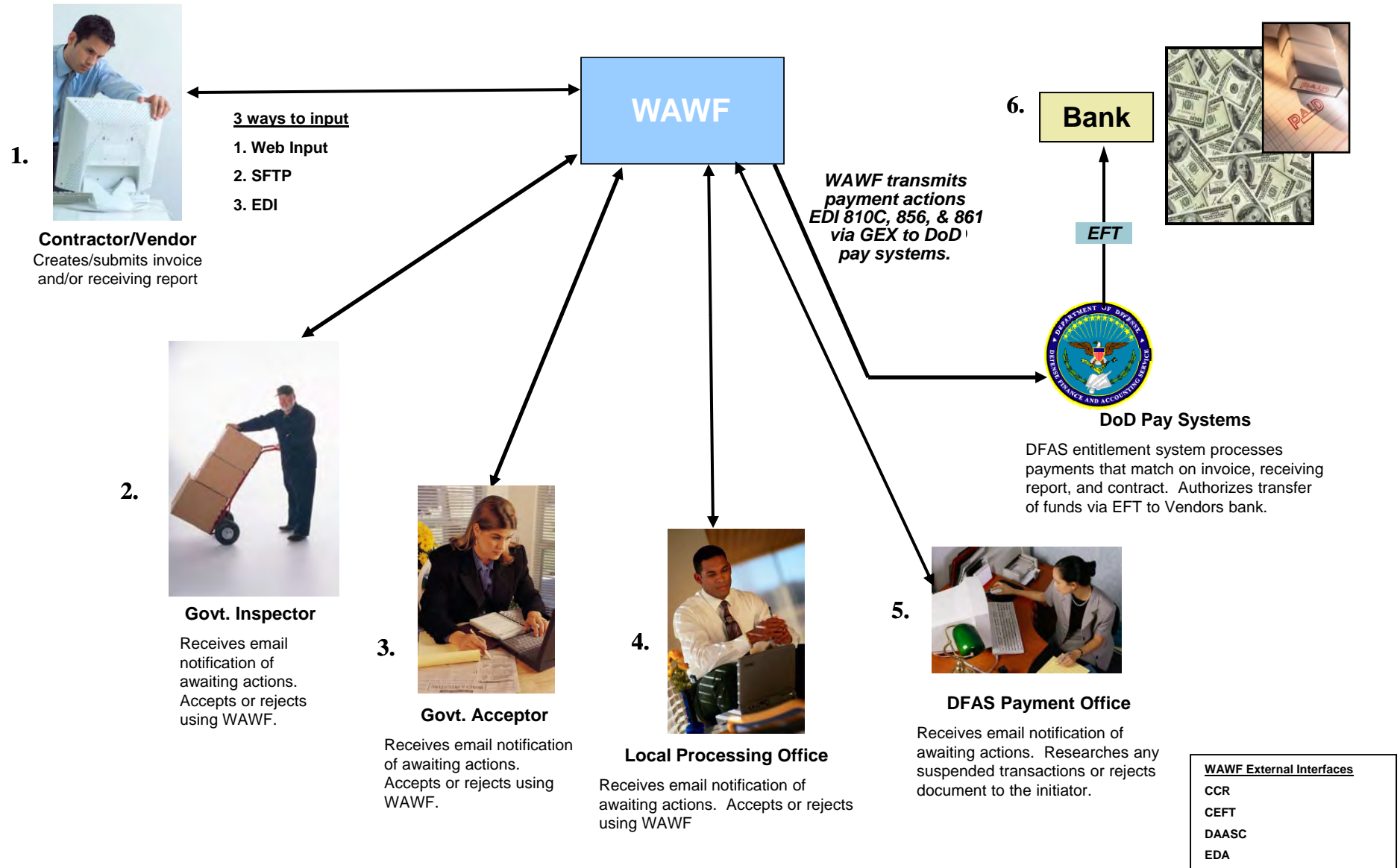
Invoice Date: 2007/02/02

Has been Submitted by [REDACTED] on 2007/02/20. Status is Submitted.

THIS IS A SYSTEM GENERATED EMAIL MESSAGE, PLEASE DO NOT RESPOND TO THIS EMAIL.

|

# How Does It Work? - WAWF Receipt & Acceptance Process



# Invoice 2-in-1 Workflow



**Contractor/  
Vendor**



**Inspector  
(Optional)**

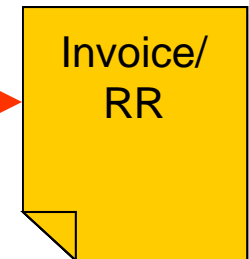
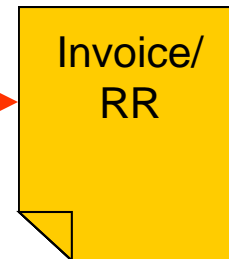
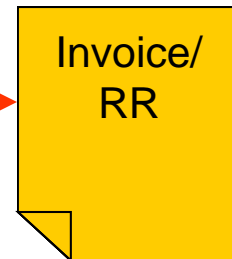
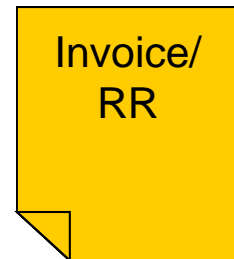
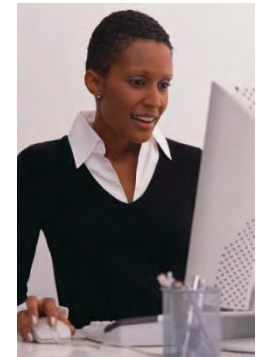


**Acceptor**



**LPO  
Local  
Processing  
Official  
(Optional)**

**Pay Office**



**Invoice and Receiving Report Travel as One Document**

# Combo (Invoice/RR) Workflow



**Contractor/  
Vendor**



**Inspector  
(Optional)**

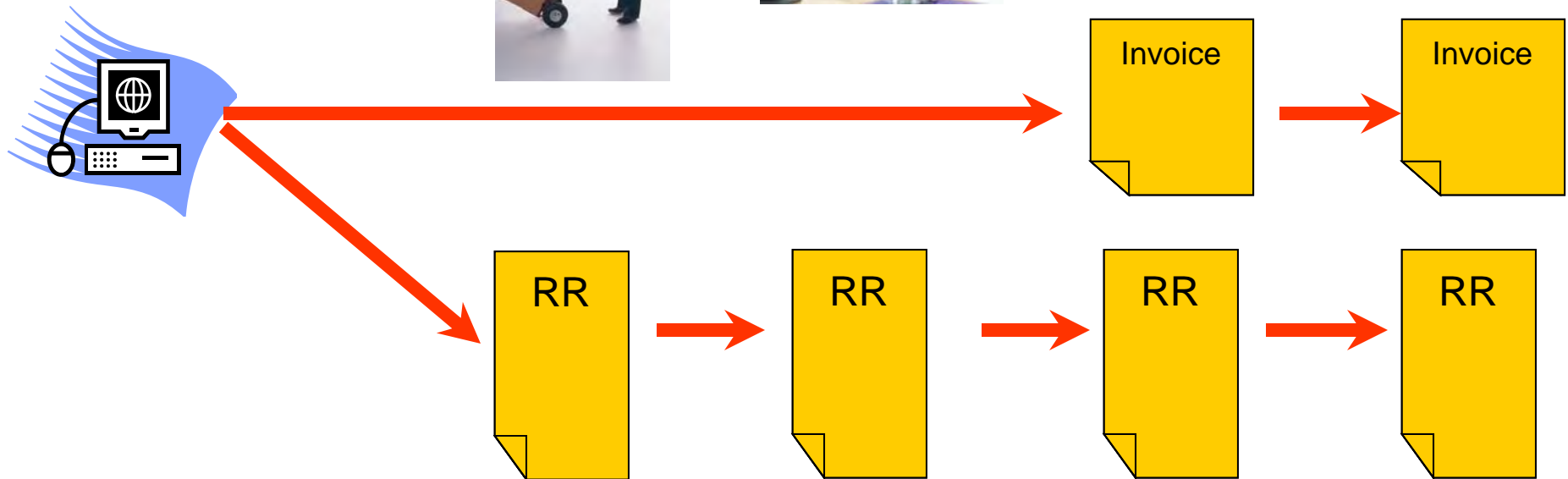
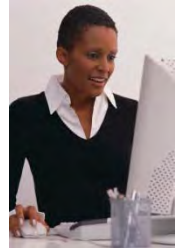


**Acceptor**



**LPO  
Local  
Processing  
Official  
(Optional)**

**Pay Office**



**Invoice and Receiving Report Travel as 2 Separate Documents**

# WAWF Training Opportunities

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- **WAWF Web-Based Training Site** - Go here to learn how to use WAWF via self paced, online training. This training is an excellent place to begin learning about WAWF.

<http://www.wawftraining.com>

- **WAWF Classroom Training** - Go here to register for upcoming WAWF classroom training provided by DFAS.

<http://www.dfas.mil/contractorpay/electroniccommerce/wawftrain.html>

- **WAWF Training Practice Web Site** - Go here to practice using the WAWF application.

<https://wawftraining.eb.mil>



## For More Information...



- **WAWF production web-site:** <https://wawf.eb.mil>
- **DFAS eCommerce web site:**  
<http://www.dfas.mil/contractorpay/electroniccommerce.html>
- **myInvoice:** <https://myinvoice.csd.disa.mil//index.html>
- **EDA web site:** <http://eda.ogden.disa.mil/>
- **DoD RFID Info:** <http://www.acq.osd.mil/log/rfid/index.htm>
- **Unique Identification (UID):**  
<http://www.acq.osd.mil/dpap/pdi/uid/index.html>
- **Federal Acquisition Regulation Web Site:** <http://farsite.hill.af.mil>

# Key WAWF POCs



- Navy WAWF Helpdesks
  - ✓ 1-877-251-WAWF (9293) (local) 216-522-5341
  - ✓ Email: [CCL-EC-Navy-WAWF-Helpdesk@DFAS.MIL](mailto:CCL-EC-Navy-WAWF-Helpdesk@DFAS.MIL)
- Army WAWF Helpdesk
  - ✓ 1-877-2DA-WAWF (1-877-232-9293)
  - ✓ Email: [CCO-EC-Army-WAWF-Helpdesk@DFAS.MIL](mailto:CCO-EC-Army-WAWF-Helpdesk@DFAS.MIL)
- DOD WAWF Help Desk/ DISA Ogden Computer Support
  - ✓ CONUS 1-866-618-5988: 6:30 AM-Midnight EST
  - ✓ COMM 1-801-605-7095
  - ✓ Email: [cscassig@csd.disa.mil](mailto:cscassig@csd.disa.mil)
  - ✓ DSN 388-7095



Thank You!